Tenth Annual Insurance Number

THE FINANCIAL POST

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DROP IN PRICES DOES NOT PORTEND BUSINESS SLUMP

Is Interpretation Placed On Similar Decline In United States

NO OVER-PRODUCTION

Business Not Moving Parallel To That in States—Trend Here is Upward Generally

The concurrence of business movements here and in the United States has ceased. Here the trend continues upward with no signs of a change. The larger number of business leaders are adopting the view that the market disturbances portend business slackening. Their view is supported by the sharp decline in commodity prices. The slight commodity price decline that has occurred here is interpreted as merely seasonal. This notwithstanding, Canadian business follows developments to the south in search of factors which may have a bearing upon conditions here.

That there has been a decline in commodity prices in both countries within the past month is interpreted by some as meaning that Canadian business will be determined by the trend in the States. From a high point of 164.6 last year the index of all commodity prices dropped to 154 at the first of March, and from there declined sharply to 151. While this decline may be connected with the stock market movement, it is pertinent that this time last year an almost identical movement took place. The output of basic products at that time exceeded requirements. Steel output, according to "Iron Age" at this time last year exceeded requirements by 25 per cent. It was estimated that operations at the rate of 75 per cent. of capacity would meet all requirements, but operations were about 90 per cent. of capacity, and over-production naturally resulted. This year's price decline is clearly something different. It is not the result of over-production, at least, not admittedly. Production is still being maintained at high levels. For these reasons it is becoming generally accepted that the present decline is more fundamental—that it is the forerunner of a business decline.

Price Decline Here Seasonal

But neither of these two reasons applies to conditions in Canada. There has been no over-production and there has been no crash in the markets except the decline which was induced by the New York market slump. Canadian business has been moving slowly and cautiously. Production of steel, pulp and paper, and automobiles have all increased recently. Automobile output for March was just slightly below the previous high monthly record, but all this output is being satisfactorily absorbed. Export figures in all the basic products have reached new high levels for all time. Business is steadily moving upward. "Canadian Machinery" says this week that "Animation is more marked in the metal working industry these first weeks of spring than for many months past. Both consuming and producing plants are expanding operations." This is true in most of our basic industries.

These facts emphasize the difference between conditions here and in the United States. Stock market movements there and here are necessarily closely related, but business is not affected by the same factors. The high tariff wall is probably largely responsible for this. The price decline here, from 163.8 at the beginning of the year to 162.2 is largely due to a seasonal decline in agricultural products. It is approximately a duplication of a similar movement a year ago. Rather than affecting business adversely it is more likely to have a beneficial effect as was the case last year. It raises the volume of buying and gives a temporary advantage to the wage-earner. It helps to offset the advantage which our American competitors abroad have through their falling prices. Lower prices of raw materials help to stimulate industry, and those on fixed incomes have a larger purchasing power which is a benefit to business in general.

Smelters to Issue Quarterly Reports

MONTREAL.—An outstanding feature of the meeting of the Consolidated Mining and Smelting Co. was the statement by President Warren that although some members of the board thought that periodic reports on production might help the company's competitors, yet the directors felt that if the meeting were in favor of quarterly statements of production and semi-annual statements of earnings that these would be issued. The meeting was favorable to the issue of these reports and thus the policy long advocated by The Financial Post was adopted. The president declared that this policy would be pursued during the present fiscal year.

The president stated that there had been a substantial increase in production during the first quarter of the present fiscal year; prices, however, have declined somewhat.

E. W. Beatty was elected to the board succeeding H. H. Osler. In addition, Sir Herbert Holt and Sir Vincent Meredith have consented to accept seats on the board.

Merger is Mooted of Three Atlantic Coast Fisheries

It is understood that three of the largest fisheries concerns on Canada's Atlantic coast have been approached with proposals for a merger of their interests. A Montreal investment house is mentioned in connection with the negotiations.

The three fisheries enterprises mentioned are Maritime Fish Corporation; National Fish Corporation and Atlantic Fisheries. They control the bulk of the trade in deep water fish on Canada's eastern sea board and also are interested in inshore fisheries as well.

Recent developments in the transportation of fish for long distances, including the use of modernized refrigeration methods, eliminating ice, have been responsible for expansion in the Canadian markets for fish. Advertising through trade and consumer publications to eat fish for health's sake has also served to enlarge markets and draw attention to the profit possibilities in Canada's fisheries.

Export shipments have been made of fresh fish with some degree of success and there is a very large trade in dried and salted fish.

MORE RIGHTS FOR BELL SHAREHOLDERS

Heavy Financial Program for Expansion of Services Indicates Financing to Come

MONTREAL.—The executive of the Bell Telephone Company, so far this year, has already approved expenditures amounting to over $10,000,000 for additions to plant; however, it is anticipated that the company will require $18,000,000 in all during the present year. This, of course, is in line with the company's announced policy, that is, an expenditure of around $87,000,000 over the next five years. The estimates so far approved include an extensive program affecting practically every part of the company's territory.

The expenditure planned during the next five years seems large as compared with the past five years, but one of the factors necessitating the increased capital expenditure is the high original cost of automatic equipment. Steady progress is being made in the gradual conversion to the automatic system of Montreal, Toronto and Quebec.

With a program of such magnitude before it, shareholders in the company may quite safely presume that a considerable proportion of the new financing will be made through the issue of stock to the present shareholders. Shareholders not desiring to obtain further stock in the company will thus obtain valuable rights —just how soon new stock will be offered is, of course, not known, but it would seem safe to say that time cannot be far distant. The distribution of further rights to the shareholders would be in line with the company's long-established policy, that is, a more than proportional growth in the common stock outstanding as compared with the company's bonded indebtedness.

Many Stock Prices Above First of Year

Although the Canadian stock markets have had their ups and downs this year, having suffered a considerable slump in sympathy with the wide and drastic liquidation in Wall Street, it is interesting to note from the following summary that many of the common issues are now quoted considerably above their level of the first of the year:

Common Stocks—	First of year	High to date	Low to date	Pres.
Paper—				
Abitibi	75	85½	71¼	76¾
Brompton	28¾	35¼	26	34½
Laurentide	89	93½	84¾	87¼
Smith, H. Paper	42¼	54½	38	43
Span. River	106¼	108	99	102
Steel—				
Dom. Bridge	91½	99½	80	95
Massey Harris	40	60	40	53
Steel of Can.	98½	106½	95⅛	103
Milling and Foodstuffs—				
Atlantic Sugar	32⅞	33⅞	22½	23½
B. C. Fishing	60½	75¼	57¼	65⅛
Canada Bread	60	61	56	56
Can. Canners	13¾	15	12¾	13
City Dairy	77	81	67	67
Wm. Davies (A)	37¼	37¼	32	33
Ogilvie Flour	175	200	173½	176
Western Grocers	13¼	13¼	5	6
Utilities—				
Bell Telephone	140	141	136	138
Consumers Gas	175	183⅞	174½	175½
Mackay	133	138½	131	131¾
Mont. L., Pr. Cons.	216	227½	209	227½
Quebec Power	114	125	113	120
Shawinigan	167½	191	167½	185
Transportation—				
Can. Pac. Rly.	149	163	147	157
Can. Steamships	12	18	11	13¾
Tractions—				
Barcelona	28	29	26½	27½
Brazilian	84	98½	80	92
Twin City	79½	79½	70	72
Winnipeg Elec.	48¾	54⅝	46½	50½
Textiles—				
Can. Converters	92	94	90	92
Dom. Textile	91¾	99⅛	90½	92½
Penmans	182	190	173	175
General Industrials—				
Amer. Salesbook	64	70	59	60
Asbestos Corp.	92	94½	89	90¼
Burt, F. N.	62½	67	53¾	54
Canada Cement	102½	111½	101¾	106
Can. Ind. Alcohol	17	20	16¼	18
Dom. Glass	86	105	85	96
Lyall Cons.	20	46	20	42
Nat. Breweries	59	69	56	61½
Sher-Williams	131	135	127	131
Tuckett Tobacco	65	65	61¾	63
Woods Mfg.	41	44	38	41

WHEAT VESSELS FROM VANCOUVER BACK WITH COAL

Result is That the Mining Industry of B.C. Suffers

From Our Own Correspondent.

VANCOUVER. — Three factors have been operating this winter to bring about severe depression in the coal industry of British Columbia. One of them has been the mild weather, which has resulted in a greatly reduced domestic demand for the product of the mines. A second reason has been the continued importation of large quantities of fuel oil in direct competition with coal, and the third has been the movement to the Pacific coast of British coal mined under subsidy conditions and therefore able to be offered at a price considerably lower than it is possible to mine coal in this province.

Conditions have been so bad in the coal mines that production on Vancouver Island during the last few months has been at virtually a standstill, large numbers of men have been laid off and the provincial government has taken steps to relieve the situation by undertaking a road construction programme which will give work to several hundreds.

Officials of the British Columbia department of mines are much disturbed over the competition of British coal, much of which has been brought here on steamships which load grain for the British Isles on their outward voyages from Vancouver.

Result of Subsidies

British coal can be sold in Western Canada cheaper than coal mines here. This is due to the fact that the British Government is subsidizing coal production to keep the coal miners at work pending some definite solution of the whole coal mining problem. Having to pay this subsidy anyway, the British authorities are doing everything in their power to use up the stocks of coal thus mined. As a result coal is being sold at sacrifice prices anywhere so that it will produce some return for its cost of production, and the countries that can be reached by the cheap water haul are those likely to receive the bulk of these shipments.

While the coal situation in Western Canada is anything but encouraging at present, mining experts believe that it will right itself in a few years.

In the meantime the British Columbia coal industry appears doomed to several years of depression, and the horizon has not been made any brighter by the recent court decision making it illegal for the British Columbia Government to levy a tax on imported oil.

Negotiations Between Shawinigan and Price?

From Our Own Correspondent.

MONTREAL.—There has been no official confirmation of the rumor that the Shawinigan Water and Power interests and the Aluminum Company of America have purchased from the Duke and Price estates their interest in the Duke-Price Power Company. It was said that these two interests purchased the property on a 60-40 basis—the Aluminum Company owning 60 per cent. and the Shawinigan interests owning 40 per cent. of the Duke-Price Power stock.

Those close to Shawinigan say that these particulars are incorrect—but it is felt, that while the details are not correct, there is little doubt that Shawinigan interests are presently engaged in negotiations leading to an acquisition somewhat along the lines indicated in the foregoing.

Dominion Textile Co. Earnings Are Larger

From Our Own Correspondent.

MONTREAL.—The last three months marked the last quarter of the Dominion Textile Company's fiscal year; operations during that period were carried out on about the same level as prevailed at the beginning of 1925. Therefore, in view of the bettered business experienced by the cotton companies during 1925, it is more than safe to presume that earnings of the company will show an increase over the level of last year.

For the fiscal year ending March 31, 1925, net earnings applicable to preferred and common dividends amounted to $1,310,857, as against dividend requirements totaling $1,035,842.

How B.C. is Becoming Big Employer of Labor

VANCOUVER.—In three years British Columbia's industrial payroll has increased $30,000,000, or an average of $10,000,000 a year. That is one striking fact brought out in statistics prepared by the provincial workmen's compensation board. The increase was from $130,000,000 in 1922 to $160,000,000 in 1925.

Has Dominion Glass Refused an Offer?

MONTREAL.—It has been generally understood in investment circles that the Dominion Glass Company recently received an offer for control from other interests which were also in the glass business. Lately "Glass" stock has been falling off; this is probably due to the refusal of the offer by the interests behind the Dominion Glass Company. It is said that negotiations were terminated by the purchasing interests this week.

Sur-Tax Reduction Now the People's Fight

Canada Has Taken a Long Time to Learn How High Income Tax Rates Slow Up Prosperity

HOW would reduction in the high Dominion sur-taxes benefit the average man? That is a fair question. If sur-tax reduction were suggested, only as a means of lightening the tax burden on the very rich, with a concomitant result of making the burden heavier for the man of moderate income, sur-taxes had better be left unchanged. But the man who will gain most from a reduction in the sur-taxes is not the man whose income tax will be reduced. True, he will gain, but the gain to the country as a whole will be even greater.

It is seven years since the late Woodrow Wilson declared in a message to Congress:

"There is a point at which, in peace time, high rates of income and profits taxes discourage energy, remove the incentive to new enterprise, encourage extravagant expenditures and produce industrial stagnation with consequent unemployment and other attendant ills."

Cut in Sur-Tax Boomed U.S. Business

Canada has taken a longer time to learn that lesson than has the United States. Over there the high sur-taxes have been cut, with a recognized release of capital for industry. The early sur-tax reductions in the United States are regarded by economists as having been an important influence in stimulating the business boom that has run, practically unchecked, in the United States for two years past. This period of business expansion has seen the United States lifted out of depression and carried to business heights that were not scaled even in the war and post-war years.

Tax reduction in Canada and, particularly, elimination of such hindering taxes as the higher levels of income taxes would be an important factor in lifting Canada from subnormal business to a higher peak of profitable development. As in the United States, the psychological effect of such a form of tax reduction would undoubtedly provide encouragement to business men and investors.

This week, an aggressive Canadian business man, who is the motive force behind a number of important enterprises now being pushed forward, was discussing the previous editorials of The Financial Post on the subject of the sur-tax. He said, "More than once I have wondered if I were not a fool to put so much at risk in the promotion of enterprises when the sur-tax upsets the balance of ordinary business chance. If I lose, I lose alone. If I win, the government is going to take too much of what I make. My friends tell me I would be better off buying government bonds until taxation is reduced."

Sur-Tax Promotes "Safety-First" Investment

The tendency to buy "safety-first" investments, instead of venturing capital in progressive developments is too widely noted now in Canada. This week Sir John Willison, George Wilson, president of the Board of Trade of Toronto; and Sir John Aird, president of the Canadian Bank of Commerce, all took the opportunity afforded by a luncheon gathering in Toronto to express regret that Canadians were so inclined to buy their war bonds and allow outside capital to invest in Canadian business enterprise. Undoubtedly, the sur-tax has been a factor in dampening the courage of Canadian business men. And the loss falls on the entire citizenry.

Coolidge has put the effect of sur-tax reduction effect on the average man very neatly. He has said:

"Our progress in national development depends upon two factors—personal ability and surplus income. And expanding prosperity requires that the largest possible amount of surplus income should be invested in productive enterprise under the direction of the best personal ability. This will not be done if the rewards of such action are very largely taken away by taxation. If we had a tax whereby, on the first working day, the government took 5 per cent. of your wages, on the second day 10 per cent., on the third day 20 per cent., on the fourth day 30 per cent., on the fifth day 50 per cent. and on the sixth day 60 per cent., how many of you would continue to work on the last two days of the week? It is the same with capital. . . .

"I wish to include in the program a reduction in the high sur-tax rates, not that small incomes may be required to pay more and large incomes be required to pay less, but that more revenue may be secured from large incomes and taxes on small incomes may be reduced; not because I wish to relieve the wealthy, but because I wish to relieve the country."

Would Reduce Cost of Living

To which Mellon adds:

"A sound revision of taxes should aid materially in reducing the cost of living. High taxes have always meant a high price level, for the taxes are paid, in large measure, by consumers all over the country and not alone by the persons actually giving their checks to the government. No thoughtful person longer doubts that, irrespective of his income, he pays a part of the high sur-taxes in the general high price level."

Sur-tax revision is not a question of whether each of the millionaires of Canada shall save $50,000 or $100,000 yearly in his tax bill. It is a question of whether or not John Jones shall benefit from more steady employment through the more courageous assumption of new obligations by business and from a lower cost of living through increased production. It is a question of whether or not the farmer, the miner, the fisherman, the forester, shall get a larger income because of a more prosperous country.

Sur-tax reduction is the people's fight.

IMPROVEMENT FOLLOWS AUDITOR'S CRITICISMS

Dominion Government Stores Now Getting Better Attention, Declares Mr. Gonthier — Further Forward Steps in Auditing Federal Expenditures Suggested

Features of Auditor General's Report

LAST YEAR	THIS YEAR
Millions in government stores wastefully handled and with no audit.	Improved methods in force but still no complete audit.
No standard system of accounting in government offices.	No progress yet made. Recommends audit offices for each department.
No examination of securities carried by finance department.	Satisfied this is being properly handled by department officials.
Over $168,000,000 of past due accounts carried without investigation into collectivity.	Some of these are being investigated now by the auditor-general.
No attempt to see that all revenues due government are collected.	No comment made this year.
	Of $365,242,643, only $65,664,305 fully pre-audited.

Considering the sensation caused a year ago by the publication of the first report of the then newly appointed auditor general of Canada, Georges Gonthier, the second report to be issued by Mr. Gonthier must be considered a very mild document. The report, just issued, covers the twelve months to March 31, 1925. In it are further suggestions for improving the methods of handling public funds and securities and further reiteration of some of the recommendations along that line made a year ago. On the other hand, Mr. Gonthier is able to report some improvement in various departments.

As if to evidence the lack of public understanding of the importance of the work done by the office of the auditor general, again this year the appearance of the minister's report has been practically unheralded either in the house of commons or in the daily press. It will be remembered that last year's report came out and went into editorial and parliamentary bookshelves, practically unopened, until The Financial Post published a resumé of it that caused it to be the subject of much heated discussion on the floor of the house.

This year, the report records, more

(Continued on page 24)

FIRST BIG FLARE IN OIL BOOM IS NOW SUBSIDING

Some Adjustment in Prices Is Already Being Made

CALL IS FOR CAPITAL

Development Has Been Financed with Local Money and Has About Spent Course

By D. E. CUSHING,
Mining Editor, The Financial Post.

CALGARY.—Calgary has been experiencing an oil boom which in some respects resembles the hectic period of a dozen years ago. However, the oil situation in Alberta is now much more clearly defined than it was at that time and the developments which have taken place as well as the lessons of the past should be factors in keeping the boom from getting out of control. Already the boom has eased somewhat in so far as reckless stock trading is concerned and there has been some decline in prices for the speculative favorites, a reduction of about 20 per cent. being noted in the quotations for the majority of the stocks. An important factor in this lull in trading has been the exhaustion of local capital available for oil stock purchases and some tendency to take profits. The continuation of the buying movement will depend to a large extent upon how far the outside public can be interested.

The actual development of the various areas being capitalized in the new companies will very largely depend on the co-operation of outside capital which will also influence the speculative values of the stocks being issued to finance these operations. The dollars available are going from one hand to another in speculation, trading or gambling. The day of cheap stocks has gone for the present, at least. New offerings are coming out at par. Capitalizations are reasonable, although in some cases the promoters have boosted authorized issues to a million dollar shares. In some cases, also, too high selling commissions are paid, running up to fifty per cent. But well-sponsored operations, with well-located leases, get money cheaply. The Vulcan Co. is an example; it sold two hundred thousand dollar shares at par at a cost of $500. Other well-backed propositions have found when totalling up the first receipts that the initial stock offering had been materially over-subscribed—in some cases twice.

As The Financial Post pointed out last week, everyone is looking for news from the wells nearing the promising horizon and it was this fact which caused quite a spurt in the market, carrying some stocks to levels hardly justified, though it is rather difficult for the geologists with the limited information available as yet on the field to say where oil can or cannot be had. The field is something like Red Lake. There is one operation on known merit and only time, money and exploration will tell how big it is going to be. The speculative factor is still very strong.

Besco Workers Discourage Wage Cut to Get Orders

SYDNEY.—At a meeting of the Besco plant council of the Sydney steel mills, the management pointed out that there were certain foreign orders that could be secured if costs could be cut somewhat by means of a wage reduction to meet competitors' prices. They asked for the opinion of the men on the question. After consultation, the reply was that the men's representatives felt such wage arrangements to be unsound in principal. The matter dropped at that without protest on the part of the company.

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The Trend of Business and Industry

Conducted by H. M. CAMERON, Statistical Editor, The Financial Post.

Are Your Selling Costs Above Your Competitor's

Valuable Study of Costs Made by Harvard Bureau of Business Research Helps Merchants Answer This All-Important Question

Seventh Article in Series on Present Day Marketing Problems.

THAT keeping down selling costs means keeping your name out of the "business failure" lists, is the conclusion of some older retail merchants, so keen is competition to-day. The old hit-and-miss policy of keeping accounts, which served for the first fifty years of our national life, is no longer valid. Now leading merchants are adopting new and recognized methods of budgeting. They are seeking thoroughly up-to-date information along these lines. Unfortunately too little attention has been given to this subject in Canada, and merchants who do know what their costs are, and what their profits are, are loath to divulge information which might be of value to their competitors. This retards the raising of the average.

THE reduction of selling costs is admittedly one of the biggest problems before Canadian merchants to-day. It is being attacked from several different angles. The first and all-essential step is to learn what these costs are—how they compare with those of one's competitors—how they compare with last year's costs.

During the past five years notable progress has been made especially in the United States, both in the formulation of uniform accounting methods and expense classifications, and in their adoption by merchants. This was not done out of choice but as a result of increasingly keen competition. The Harvard Bureau of Business Research has made a very exhaustive study of retail selling costs in a large number of retail and department stores, and the figures presented herewith constitute an average.

1924	Grocery	Meats*	Shoes†	Hardware	Jewelry	Motor Accessory†	Drug*	Clothing*	Specialty	Department‡
Salaries and wages ..	10.9	10.76	14.7	11.95	17.7	12.4	15.6	11.93	15.9	16.2
Advertising	.3	.15	2.2	.85	3.1	1.5	.7	1.98	4.1	3.2
Boxes and wrappings	.6	.79	.2	..	1.1	..	.6	.23	..	..
Delivery	1.2	..	.3	1.29	.3	1.0	.1	...	..	..
Office sup. & postage	.2	..	.4	.38	.7	.5	.3	..	1.1	1.3
Rent	1.3	1.26	3.5	2.52	4.8	3.0	2.8	2.20	3.5	3.0
Heat, light, power ...	.3	.28	.6	.48	.9	.7	.8	.50	.85	.6
Taxes and licenses ...	.2	.11	.5	.72	1.0	.3	.4	.57	.4	.5
Insurance	.2	.08	.5	.53	.7	.6	.4	.43	.55	.3
Repairs of equipment	.1	..	.2	.11	.3	.2	.2	..	.35	.25
Depreciation of equip.	.4	.43	.4	.62	.8	.7	.6	.47	.8	.7
Interest	1.1	.55	2.7	3.12	4.9	1.8	3.1	.49	1.9	1.9
Miscellaneous	.8	..	1.0	.76	1.6	..	1.5	1.03	..	..
Losses from bad debts	.4	.27	.2	.87	.4	.8	.3	.58	.35	.25
Total expense	18.0	17.36	27.4	24.41	38.3	25.5	27.6	20.41	32.1	30.1
Cost of goods sold.	80.2	80.37	70.9	75.15	60.5	74.3	66.1	..	67.0	67.9
Total profits	1.8	2.27	1.7	.44	1.2	.2	6.3	..	.9	2.0

* 1919. † 1923. ‡ Net sales over $1,000,000.

While the figures presented are not wholly applicable to Canadian business, the percentages should form about the same ratio in both countries. They serve at least to acquaint the merchant with recognized elements of expense, and enable him to adopt uniform accounting records and methods in recording the facts of his business. They also enable him to compare his expense percentages with those common to merchants engaged in the same kind of business. They also enable him to compare his expense percentages for the current year with his percentages for the previous years, and to plan intelligently for the future.

It is not inferred that all the expenses shown are subject to control by the merchant. Such items as taxes, insurance, interest, repairs and depreciation are more or less static.

On the other hand, the expenses which can be controlled by the merchant constitute a large group comprising salaries and wages, advertising, rent, wrapping expenses, office supplies and postage, heat, light and power. This is the elastic portion of merchandising costs, and the costs included are those which will determine the margin of profits or loss. The fortunate feature is that this group is by far the largest. In the case of the department stores with net sales of over $1,000,000 it accounted for 24.6 per cent. out of a total of 30.1 per cent. For this group, the percentages were as follows:

1. Expenses primarily not under the control of the merchant—

	Per cent.
Taxes and licenses	.5
Insurance	.3
Interest	1.9
Repairs	.25
Depreciation	.7
	3.65

2. Expenses primarily under the control of the merchant—

Salaries	16.2
Advertising	3.2
Rent	3.0
Traveling	.5
Communication	.25
Store supplies	1.3
Professional services	.15
	24.6

3. Expenses due principally to competition—

Services purchased	.6
Losses from bad debts	.25
	.85

4. Unclassified—

....	1.0
	30.1

Canadian Business Indicators

INDUSTRIAL

Car Loadings—

	1926	1925
Week of Mar. 27	56,628	52,453+ 8.0%
Year to date	662,778	629,990+ 5.2%

Grain Receipts—

Aug. 1 to Mar. 26	328,641,813	210,223,137+56.4%

Building—

2 months	$11,628,840	10,885,196+ 6.8%

Railway Earnings—

2 Months—

	1926	1925
C. P. R.	$26,083,139	$ 26,683,223+10.1%
Oper. Exp.	22,376,250	21,944,754+ 2%
Net	3,706,889	1,738,469+113.3%

2 Months—

C. N. R.	35,749,259	33,202,510+ 7.6%
Oper. Exp.	32,803,217	32,317,984+ 1.5%
Net	2,946,042	884,526+2.33%

Pig Iron Output—(tons)

Jan., 1926	Dec., 1925
56,644	54,889+ 3.2%

FINANCIAL

Bank Clearings—

	1926	1925
February	$1,317,595,039	$1,090,429,439+20.8%

Savings Deposits—Chart. Banks—

January	$1,316,288,358	$1,249,622,592+ 5.3%

Current Loans—By Banks—

January	869,591,897	910,697,141— 4.5%

COMMERCIAL

Balance of Trade—

12 months, Feb. 28—

	1926	1925
Exports	$1,310,459,464	1,079,088,809+21.4%
Imports	911,107,055	799,248,046+ 14%
Balance	399,352,409	279,840,763+42.8%

Wheat, No. 1 Nor., Winnipeg—

1926	1925
April 5 $1.52	April (Av.) $1.85

Cattle—(Good, Toronto)

April 5 $8.25	April (Av.) $7.58

Hogs—(Select, Toronto)

Apr. 5, $12.75.	Apr. (Av.) $13.45

TRADE WITH ORIENT SHOWS RAPID GROWTH

Canadian Exports Constitute About Five-Sevenths of Total Trade

From Our Own Correspondent.

VANCOUVER.—Canadian business houses are rapidly building up their trade with the Far East. During the past year the value of trade between the Dominion and Japan increased $3,000,000, setting a new record. The record is particularly notable in view of the fact that British Columbia's lumber exports to Japan were not as high last year as they have been averaging during the past few years. As big expansion in the shipment of lumber to Japan from Canada is anticipated this year, there should be another substantial increase in the trade figures for 1926.

The total volume of trade between Canada and Japan in 1925 was $33,125,000, of which over $25,000,000 was represented by exports of Canadian goods. In other words Canada's share was nearly five-sevenths of the total—a rather one-sided proportion, although with the return of more stabilized conditions in the Orient, it is expected that a more balanced trade will prevail. Of the $3,000,000 increase in 1925 nearly $2,000,000 was represented by exports.

Canada has made steady gains in her commercial relationship with Japan and this fact was recently recognized when A. E. Bryan of the Tokio office of the Canadian Department of Trade and Commerce was promoted to inspector of agencies. Two years ago Canada's trade with Japan amounted to $27,700,000. A year ago it was a little over $30,000,000.

It is doubtful whether Canadian businessmen fully realize the potentialities of the Orient as a market for this country's products. Nearly ten million dollars' worth of wheat was shipped to Japan alone last year. Pulp exports to the same country aggregated $2,250,000. Increases were noted also in asbestos, exports of which were valued at $373,000, and beef, of which $217,000 worth was sent to Japan.

GEOFFRION COMPANY'S BRANCH

MONTREAL.—Under the management of .J E. Serre, the investment house of Geoffrion & Co., has established a branch office in Ottawa.

Eastern Canada Leads in Car-Loading Gains

Total car loadings for the quarter are 4 per cent. above those for the first quarter of last year, the responsibility for the increase being fairly evenly divided between Eastern and Western Canada. During the past month, the gain is largely in the East. While grains contributed heavily to this year's increase, it is significant that substantial gains in lumber products and merchandise have more than balanced losses especially in livestock and coal. That merchandise shipments this year so far are about 10,000 cars ahead of last year's first quarter means that the volume of general business is steadily rising.

80,000 More Motor Cars on Canadian Highways

Canadians had 80,000 more cars last year than the year before, or an increase of 12.5 per cent. The total number registered was 719,206 against 639,202 the year before. This includes trucks as well as passenger cars. The total was distributed by provinces and by kinds thus:

	Passenger Cars	Commercial Cars	All Cars
P. E. I.	2,824	115	2,939
N. S.......	20,047	2,563	22,610
N. B.	17,420	1,357	18,777
Que.	80,999	14,329	95,328
Ont.	303,736	34,690	338,426
Man.	50,385	3,746	54,131
Sask.	72,376	5,560	77,936
Alta.	50,316	3,138	53,454
B. C.	46,336	9,269	55,605
	644,439	74,767	719,206

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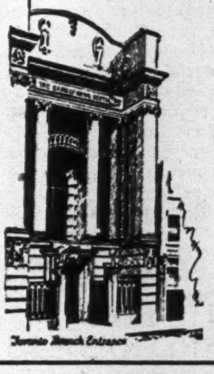

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TURNER VALLEY LEASES SELLING AT BIG PROFITS

Now Being Taken Over by New Development Companies

MORE WELLS STARTED

A Score or More to be Drilled This Year, According to Plans of Companies Organized and Being Organized

From Our Own Correspondent.

CALGARY.—A score or more new wells will be drilled in the Turner Valley oil field this year if the plans of the companies organized and now organizing are carried to fruition. In the past fortnight new companies have entered the field at the rate of one for every two days, and all of them announce plans to drill this season. Calgary is a rich harvest field for oil supply house salesmen and the big companies in the United States have representatives here.

The formation of new companies has meant big profits for the fore-sighted men and women who held leases in the Turner Valley. When the 1914 boom was at its height the greater part of Southwestern Alberta was blanketed with leases. But, with the loss of interest in oil development, most of these rights were allowed to lapse.

For the past three years, following the quiet acquisition of valuable leases by the Imperial Oil Co. and its subsidiaries, private parties who held faith in the oil field picked up acreage in favorable locations. Some, but very few, had held leases since 1914, but for the most part these were old companies that had been kept alive. Now leases have greatly increased in value and individuals and companies holding acreage can dispose of drilling rights at fabulous profit.

Operations in the Field

Another company got away to a start on their long journey into the earth this week when the Home Oil Co., in which well known Vancouver men are interested, spudded in.

Dalhousie stock was the subject of a flurry when it was reported that there was 1,000 feet of oil and water in the No. 1 hole, (old Southern Alberta No. 1). This well was originally drilled to 3,545 feet and the new crew began to clean it out, drilling through old iron tubing left in the well. This loosened up the old "pay" formation and some oil flowed into the hole. The company expected this, as the well once produced considerable high grade oil. However, they are after the big "pay" at lower depths. Dalhousie No. 3 is making slow but steady progress, drilling at 3,255 feet.

Royalite No. 5 has had some trouble at 3,000 feet, fishing out a drill collar of the rotary outfit. At the Bow River No. 1, Imperial well in the Jumping Pound district, the 15½-inch casing has been cemented in at 927 feet and drilling continues.

Vulcan No. 1 well was the cause of some excitement when the drill encountered a small wet gas flow at 4,325 feet. But the drilling did not stop and the hole is down 4,360 feet, the deepest in the field. Vulcan is preparing to drill a second well and A. G. Spooner, president of the company, will head the Spooner Oils Ltd., which will drill two wells, all north of the present Vulcan well.

Illinois-Alberta is drilling away, having piped off a fairly heavy flow of gas encountered recently, and have the hole down 3,400 feet, in a hard formation.

At McLeod No. 2 well the crew is pulling the 12-inch casing and when this job is complete will carry on with drilling from the present depth of 3,364 feet.

The Great West well is spudded in and the drillers are making good early progress.

Quarter's Building 37 Per Cent. Larger

With the total volume of building for the first quarter of the year 37 per cent. ahead of the first quarter of 1925, there is a surprisingly large amount of new building planned and under way. This quarter's total was $45,925,900 as against $33,521,824 for the first quarter last year, according to the contract figures. March also made a very favorable showing with a total of $19,779,300 against $13,477,600 for February and $13,392,900 for March of last year, an increase of approximately 47 per cent. in both cases.

Out of March's total, $10,496,800, or 53.1 per cent., was for business buildings, according to MacLean Building Reports; $6,607,100, or 33.4 per cent., was for residential buildings; $1,607,900, or 8.1 per cent., was for industrial buildings, and $1,067,500, or 5.4 per cent., was accounted for by public works and utilities.

With regard to area of greatest building activity, Ontario led the provinces with $9,052,400 or 45.7 per cent. of the total. Quebec came second with 28.9 per cent.; British Columbia third with 13.9 per cent. The prairies had 10.7 per cent. and the Maritime Provinces, .8 per cent.

Capital: $1,000,000
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Million Dollar Incomes Decline From War Level

WASHINGTON.—At least 74 persons in the United States will be classed as "million-a-year men when complete income tax returns for 1925 are compiled by treasury department statistics. Tentative income returns to the Internal Revenue Bureau indicated there may be as many as 80 persons with incomes of $1,000,000 or more annually.

There were 74 million-a-year incomes listed last year on 1924 returns. The same number was listed in 1923, but there were only 67 persons in that class in 1922. The peak was reached in 1916, when 206 persons had incomes of $1,000,000, or more. The number steadily declined during and after the war to 21 in 1921.

WHY AUTO PRICES ARE HIGHER HERE

How This Question Was Answered in the House of Commons Recently

OTTAWA.—The question has frequently been discussed as to why the manufacturer of automobiles in Canada cannot produce and put on the market as cheap a car as can be sold in the United States, even leaving aside taxes and duties. Answering this question in the House of Commons recently, T. E. Kaiser, member for Ontario said:

Putting the manufacturers in the two countries on an equal footing, what are the reasons that the competition even then would tell against the Canadian producer? The main reasons are that quantity production is less, resulting in higher cost; there is a considerable purchase of materials from outside countries on which duty is collected; machinery and equipment are largely purchased abroad, carrying a duty of 27½ per cent.; materials purchased from Canadian manufacturers are higher in cost because those manufacturers have been required to pay a duty on their raw materials; the cost of these materials is further increased because of small production; the cost of distribution in Canada is greater because of wide area and small volume, this item alone accounting for at least 10 per cent. Furthermore, the car produced in Canada contains certain refinements for which no credit is given when making price comparisons with similar cars produced in the United States. Then again, the car as listed in Canada includes certain extras not included in the United States list, and the latter list prices are generally on an f.o.b. factory basis, while in Canada they are on a delivered basis. In addition to these items of higher cost, dealers in Canada require a greater margin on their business because of its small volume. The following comparison bears this out:

Canadian dealers' margin to United States dealers' Margin
United States dealers 100 per cent.

	Per cent.
Buick	153
Chevrolet	144
Oakland	146
Oldsmobile	157
Cadillac	150
Truck	144

In this connection I may mention that Canadian dealers last year made less than one per cent. as a clear profit on their turnover.

Alberta's Oil Output Up Materially in 1925

Alberta's mineral production in 1925 was $25,005,718, compared with $22,344,990 in 1924. The principal items of production were:

	Quantity	Value
Coal, tons	5,867,213	$19,810,988
Oil, bbls.	169,432	758,837
Gas, M. cu. ft.	8,998,931	2,700,000
Salt, tons	833	....
Cement, bbls.	395,857	913,529
Clay		629,598
Lime		39,852
Stone		30,868
Tar sands, tons	1,148	4,592

The most outstanding feature of the production for the past year was the vast increase in the output of crude petroleum. In 1924 Alberta occupied but an insignificant place in the production of oil in Canada, but in 1925 it suddenly took first place among all the provinces of the Dominion, producing more oil than all the others put together. The comparison of production shows that in 1924 only 844 barrels were produced with a value of $4,135, but in 1925, 169,432 barrels were produced with a value of $758,837. The rest of Canada produced 148,821 barrels with a value of $429,318.

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ERA OF EXPANSION IS NOW UNDER WAY ON PACIFIC COAST

Building Planned for Next Few Months $20,000,000 in Vancouver Alone

From Our Own Correspondent.

VANCOUVER.—A boom such as Florida has been experiencing during the last three years is perhaps a little outside the calculations nor would such a boom be entirely welcome, but there is a general feeling in the air that the Pacific coast cities of British Columbia are likely to enjoy during the next five or ten years a period of unprecedented development.

And the feeling is not entirely in the air either. Inquiries by The Financial Post show that there is a more marked activity in real estate in Vancouver at present, than there has been since the boom days before the war. An encouraging feature of the present situation is the absence of the tendency towards inflation of land values, and even more promising is the fact that most of the unimproved property being bought is not held for speculation, but for building purposes. The building program in Greater Vancouver to-day—that is to say, the construction actually under way or definitely contemplated for the next few months—represents a total expenditure of close to $20,000,000.

In Vancouver especially, downtown building is particularly active and three department stores are now completing additions that will cost over $6,000,000. A $2,500,000 hotel is being built and will be in operation next year.

"A large amount of money invested in bonds in recent years is being diverted to a large extent to investment in revenue producing real estate," stated a representative of one of the largest real estate firms doing business in the province. "The investing public is arriving at a full realization that we are approaching a period of development and prosperity which, as a matter of fact, has actually arrived.

"It would be a surprise to those who have not already interested themselves to know the large amount of money being made quietly by shrewd investors during the last few years, who are picking well located real estate. The interest yield from this class of investment in nearly all cases where the prosperity is adequately improved, is greater than can be obtained from any high class bond, with the added certainty of future profit in a growing metropolis."

Capital and Tourists Come

Much of the outside money now entering Vancouver for investment in land and buildings comes from Florida and California, a fact indicating to shrewd traders that those who sense the trend in metropolitan expansion have picked this part of the continent as the best bet.

British Columbia expects to cash in heavily on the tourist traffic this year. Automobile travel from the United States has shown enormous gains each successive season and the opening this summer of the trans-provincial highway which will make it possible for motorists to drive from the B. C. coast to points east of the Rockies without entering the United States is expected to be a big factor in swelling the province's revenue from tourists. Recognizing the value of publicity in developing travel to this section, various agencies plan to spend more money on advertising this year than ever before.

CANADIAN HENS, GOOD LAYERS

OTTAWA.—Canada is well to the fore among the nations of the world which took part in the egg-laying contest for hens during 1925. The average production by Canadian hens entered in the competition was 171.6, which compares with the high of 210.3 made by New Zealand birds and the low of 118.3 registered in Belgium. Other results were as follows: United States, 164.4; British Isles, 171.1; Netherlands, 179.8; Denmark, 145.7; Tasmania, 187.5; Australia, 205; and South Africa, 165.6.

Across Canada and Back

Marvelous beyond conception inaptly describes the glories of Canada's Rockies. To be fully appreciated they must be seen. To start out on a trip by one's self into this unfamiliar but far-famed paradise-on-earth, to many appears quite a task. Realizing this, Dean Sinclair Laird, of Macdonald College, an experienced Rocky Mountains Traveller, for the third year in succession, has undertaken to conduct a party through this glorious wonderland.

A special train of dining, standard sleeping, and observation compartment cars has been chartered, to leave Toronto on July 19th via the Canadian Pacific Railway. Stops will be made at Port Arthur and Fort William, which together form Canada's greatest grain port; Winnipeg Beach, the popular summer resort for Winnipegers; Winnipeg, Canada's third largest city; Indian Head, the chief tree distributing centre of the Federal Forestry Branch; Regina, the capital of Saskatchewan; Calgary, Alberta's largest city; Banff, the world-famous mountain resort; by automobile for 104 miles over the Banff-Windermere Highway, the most spectacular drive in Canada; through Kootenay Lake to Nelson, the commercial centre of Southern British Columbia; then through the Doukhobor country to Penticton; along lovely Okanagan Lake, and to Vancouver, thence by steamer to Victoria.

Returning, the trip will be by the main line of the Canadian Pacific, through the great canyons of the Fraser and Thompson Rivers, and through the Selkirks, and Rockies, affording scenery such as can be found nowhere else on earth; Lake Louise, the Pearl of the Rockies, the most perfect gem of scenery in the world; another day at Banff, Edmonton, the Capital of Alberta; Saskatoon, the city of optimism; Devils Gap Camp, on the Lake of the Woods, near Kenora, thence to Fort William, where one of the fine Canadian Pacific Steamers will be used across Lakes Superior and Huron to Port McNicoll, then rail to Toronto, where the trip will terminate.

Everything is included in the price of $330.00, from Toronto; transportation, sleeping cars, accommodation in hotels, and bungalow camps, meals in dinners, hotels and on steamers, and sight-seeing tours at points visited.

The trip is open to all, and applications for accommodation are being received.

Fares from other points than Toronto will be named, and descriptive illustrated booklet sent on application to Dean Sinclair Laird, Macdonald College Post Office, Que.

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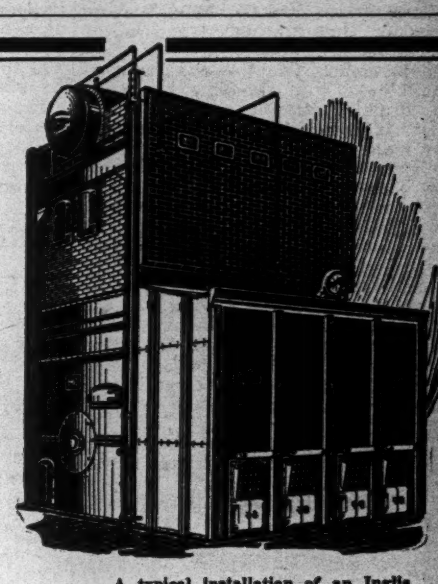

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RUBBER COMPANY ALLOWED HEAVILY ON DEPRECIATION

Sales Increased But the Net Profits Are Lower

From Our Own Correspondent.

MONTREAL.—The annual report of the Canadian Consolidated Rubber Company for the year ending December 31, 1925, reveals a decided falling off in profits coupled with a large increase in total sales. Operating income amounted to $939,646 as compared with $1,342,447 last year, but the drop was due to an allowance of nearly $500,000 for depreciation — a charge which has not been made since 1920. Compared on the basis of previous years, the net results for 1925 were decidedly better than in 1924.

Sales for the year amounted to $16,791,383, an increase of $3,041,886, or 22.1 per cent. over 1924. Cost of goods sold, selling and general expenses, and provision for bad debts, taxes, contingencies and depreciation, amounted to $15,851,737, this total including $486,027 for depreciation. After deducting bond and other interest and preferred dividends, the surplus for the year was $133,871, which was added to prior surplus, making a total of $6,962,475.

Aside from an increase in working capital the balance sheet shows little change. Both current assets and current liabilities are shown higher as at the close of the year, the increase in the former being principally in accounts receivable and inventories.

Profit and loss figures and working capital figures over the past three years compare as follows:

	1925	1924	1923
Sales	$16,791,383	$13,749,497	$14,590,433
Exp.	15,851,737	12,407,050	13,025,305
Oper. inc.	939,646	1,342,447	1,565,128
Interest	595,775	601,991	659,084
Net inc.	343,871	740,456	906.044
Pfd. divids.	210,000	210,000	210.000
Surplus	133,871	530,456	696,044
Prev. surp.	6,828,604	6,298,148	5,602,104
P. & L. bal.	6,962,475	6,828,604	6,298,148
Earned on Com. stock	4.77%	18.90%	24.81%
Working Capital			
	1925	1924	1923
Curr. asset.	8,483,269	7,383,361	6,872,104
Curr. liab.	1,361,543	605,231	558,758
Net W. Cap.	7,121,726	6,778,130	6,313,346

Consolidated Felt Co. Reports Better Year

MONTREAL.—The annual report of the Canadian Consolidated Felt Company, a subsidiary of the Canadian Consolidated Rubber Company, shows a decided betterment in earnings for the year ending December 31, 1925. Total sales showed a healthy increase, and the net income after deducting expense and interest charges amounted to $9,107, as compared with a deficit last year of $30,376. Included in the total sales of $933,305 were sales of knitted goods amounting to $324,000. The profit realized from these sales, it is stated, was satisfactory, but the footwear department operated at a loss, which was occasioned partly by low prices and partly by the fact that this department operated to only about 25 per cent. of capacity.

The changes in the balance sheet were mostly of a minor character, with the exception of the changes in the current assets and liabilities, which resulted in a decided lowering of the company's working capital.

The profit and loss and working capital figures follow:

	1925	1924	1923
Sales	$933,305	$620,457	$818,364
Expenses	894,588	619,924	788,331
Op. inc.	38,717	533	30,033
Interest	29,610	30,909	31,081
Net inc.	9,107	x30,376	x1,048
Prev. surp.	268,584	†298,960	320,991
P. & L. surp.	277,691	268,584	319,943

xLoss. †Adjusted.

Working capital as at December 31:—

	1925	1924	1923
Curr. assets	$137,270	$143,151	$181,732
Curr. liabs.	136,325	110,086	66,400
Net W. Cap.	945	33,065	115,332

Urge Mt. Royal Preferred Holders Oppose Change

In further defence of the position and rights of the preferred shareholders of the Mount Royal Hotel Company, W. A. Mackenzie and Company have addressed a letter to such shareholders urging them against consenting to any change in the present capital structure of the company unless such change is in their interests. The letter, which is in reply to one sent to shareholders in connection with notice of the annual meeting, signed by D. H. McDougall, secretary-treasurer of the company, claims "that the rank and file of the shareholders are not represented, and we demand that instead of attempting to deprive the preferred shareholders of representation at the forthcoming annual meeting, that the officers of the company should see to it that the preferred shareholders have proper and adequate representation on the board of directors."

WINNIPEG ELECTRIC EARNINGS LARGER DURING THE YEAR

All Departments of Company Contribute to Increase

From Our Own Correspondent.

MONTREAL.—The annual report of the Winnipeg Electric Company for the year ended December 31, 1925, shows an improvement of $160,933 in net earnings. Gross earnings from all sources were $5,211,665, and operating expenses exclusive of taxes were $3,500,293, leaving net earnings of $1,711,371 against $1,550,437 in 1924. This increase in earnings came from all departments and from a reduction in operating expenses; the increase in gross earnings amounted to $83,000, and the decrease in operating expenses to $77,000.

The improvement in the gross earnings reflects very largely a general improvement in business conditions in Winnipeg and vicinity which began to manifest itself in the middle part of the summer and has been steadily gaining.

Increase in fixed charges absorbed a very large part of the increase in net earnings. Net income was $821,604, an increase of only $1,244. After all charges, including $173,000 extra for depreciation, and common dividends amounting to $220,000, the profit and loss surplus carried forward amounted to $380,287 as compared with $556,241 at the close of 1924.

It is interesting to note that the gross earnings of the street railway have shown a slight improvement for eight consecutive months over the corresponding months of the previous year, thus reflecting improved business conditions in the West.

During the year the company instituted a "customer ownership" campaign for the sale of preferred stock to its customers, resulting in the sale of 2,855 shares to 1,280 customers.

It is expected that probably another "customer ownership" campaign will be carried on this year.

Directors were re-elected as follows: A. W. McLimont, W. R. Bawlf, A. J. Nesbitt, S. L. Fuller, D. N. Finnie, W. J. Bulman, Julian C. Smith, J. B. Woodyatt and Edward Anderson, K.C. The officers were re-elected at a subsequent meeting of the board as follows: President, A. W. McLimont; vice-president, W. R. Bawlf.

JAMAICA PUB. SERVICE SHOWS BIG EXPANSION

Made Possible by Increased Power Facilities, Says R. D. Bell on Return

From Our Own Correspondent.

MONTREAL.—On returning from his annual trip to Jamaica, R. D. Bell, of Greenshields and Company, and president of the Jamaica Public Service Corporation, stated to The Financial Post that conditions on the island were improving and that there was an unusually large crop of bananas and sugar under way this year.

Speaking of the outlook for his company, he declared:

"The business of the Jamaica Public Service Company has, with the exception of two months, shown an increase each month over the same month of the year previous during the three years since we took over the property. This is due primarily to the increase in the amount of power which we have made available and to the efficient management rendered by Stone and Webster. In addition to improving the company's hydro-electric plant, the output of the steam plant was doubled in 1924, and a new turbine, which will again double the company's generating capacity, has now arrived from England and is in operation.

"The cost of coal in Kingston is not high, as the company is in a position to purchase coal in shiploads direct from Newport News to the company's drydock at Kingston.

"During the year we have completed a transmission line to one of the largest sugar estates on the island, by which a large section of St. Catherines is being irrigated. We believe a very extensive power load for irrigating purposes will be eventually developed. Building in the Kingston and St. Andrew district, which covers a very large area, is active and the urban population is growing steadily. The season just drawing to a close has been, I believe, Jamaica's greatest tourist season and has brought considerable money to the island. The natural beauty of Jamaica and the perfection of its climate is becoming more and more generally known, not only to the English, but to Canadians and Americans. I met many of the latter in Jamaica this year who have given up Florida for Jamaica on account of Jamaica's superior climate, the variety of its scenic beauty and the comparative reasonableness from the standpoint of cost.

"Jamaica has ratified the Canada-West Indies trade treaty, and when we have done the same, and the necessary shipping facilities have been provided, the way will be opened for a substantial growth in the volume of trade between the two countries. This will not only be a great factor in Jamaica's development, but will give us the means of freeing ourselves from our dependence upon the United States for our supply of citrus fruits, bananas, and other tropical produce."

Montreal "Power" Stock Starts Upward Again

From Our Own Correspondent.

MONTREAL.—This week the stock of Montreal "Power" again continued its upward movement, and in one day made a gain of as many as eight points. The reason for the move, of course, is the expectation that the stock will be split four to one, with an increase in the dividend. However, as far as can be learned from official sources, there is no immediate prospect of such a move.

As the Montreal Light, Heat and Power Consolidated has long pursued the policy of ploughing back earnings into plant, and thus increasing its earning power, it seems reasonable, however, to presume that the split-up in the stock cannot be much longer delayed.

GOVERNMENT
MUNICIPAL
HYDRO-ELECTRIC
BONDS

NESBITT, THOMSON & COMPANY
LIMITED
305-7 BANK OF HAMILTON BLDG. - TORONTO
MONTREAL HAMILTON LONDON, ONT.
466

Milling Share Average Dropped During Quarter

Most of the milling stocks finished the first quarter of the year at approximately the point at which the year commenced. There were certain losses, however. International Milling opened the year at 103 and closed the quarter at 103, the high for the quarter being 105. Ogilvie common opened January at 175 and closed the quarter at 175 after having made a high of 200. Western Canada Flour opened the quarter at 115 and closed at 113 with virtually no fluctuations during the period. St. Lawrence Flour also made a marginal loss of from 41 to 35, the high for the period being 45.

Maple Leaf and Lake of the Woods, on the other hand, both showed material losses during the quarter. The former opened at 88, its high for the quarter and closed at 70. Lake of the Woods common opened at 172, made a high for the quarter of 175 and then receded to the close of the quarter with a quotation of 158. Since that time a slight further loss has been taken. As already intimated, these losses are attributed to general market conditions, rather than to any specific set of conditions in the milling industry, although competition is still intensely keen.

Spring Activity in the Metal-Working Industries

Animation is more marked in the metal-working industry these first weeks of spring than for many months past. Both consuming and producing plants are expanding operations and equipment dealers and manufacturers are benefiting thereby, says Canadian Machinery.

A furnace was blown in at the Soo last week and another will go into blast next week at Port Colborne. Many of the larger engineering plants are supplied with a season's work. Marked improvement is found in almost all foundry lines.

LARGEST NEWSPRINT MACHINE

MONTREAL.—The International Paper Company has ordered four newsprint machines for its new Gatineau mill. Each of these will roll out a strip of newsprint 270 inches wide; this constitutes a record and should enable the mill to produce 640 tons of newsprint daily—160 tons from each machine, a new high record in the industry.

At the present time the world's largest paper machine is being installed at the Backus-Brooks plant at Kenora, Ontario; it is 245 inches wide and is designed to turn out 140 tons of paper daily.

Corporation Bonds

We have prepared a special Offering List to meet the demand for investments yielding the maximum of income, consistent with adequate measures of security. It describes in detail a wide range of Corporation securities—Railway, Tramway, Electric Light and Power, Pulp and Paper and others.

The interest returns range as high as 7.35%.

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The Securities Markets

BETTER DEMAND IN EVIDENCE NOW FOR GOOD STOCKS

Indications that Adjustment Has Restored Sounder Situation

Market Indicator

	High	Low
20 Industrial Stocks		
Week of Apr. 7	92.3	89.0
Week of Mch. 30	91.3	79.2
Mth. of Apr., 1925	73.3	67.6
9 Bank Stocks		
Week of Apr. 7	$224	$223
Week of Mch. 30	225	224
Mth. of Apr., 1925	205	203
10 Public Utilities		
Week of Apr. 7	93	92
Week of Mch. 30	93	92
Mth. of Apr., 1925	86	82

With New York staging a recovery there have developed in the Canadian markets signs of returning confidence which have been reflected in the trading since the holidays. In the changes indicated in this review, however, this recovery is not greatly in evidence because when the figures were taken early last week, the bottom of the downward swing had not been recorded. There now appears to be good reason to expect that Canadian stocks will give a good account of themselves unless there is an early resumption of liquidation in New York and that, it is felt, is not likely for some time at least in view of the adjustment which has taken place in the credit position with the reduction of about $500,000,000 in brokers' loans and no indication that the easy trend in the money market will change for some time to come. The Canadian market should benefit in the long run from the drastic readjustment in New York. It came at a time when, with easy money, there was a tendency for the Canadian markets to follow the New York example as regards speculative inflation. With the slump there has been no evidence of changed business prospects and the outlook for earnings for many of the companies, whose shares are dealt in by the public, should encourage buying. At the same time it should not be overlooked that the public has had a severe lesson in the debacle which came in Wall Street and investors can be expected to use discrimination in making purchases.

The net effect of the changes in various groups of Canadian stocks during the week ending with Wednesday is indicated in the following summary:

	Gains	Loss	Unch.	Total
Banks	1	5	3	9
Paper	4	4	3	11
Steel	2	10	5	17
Foodstuffs	7	11	6	24
Utilities	5	7	4	16
Tractions	6	2	1	9
Textiles	4	2	2	8
Industrials	10	9	8	27
Totals	39	52	32	121

General declines are shown in the bank stocks. This is taken as a reflection of the general trend of investment values and investment sentiment rather than of any change in general business conditions upon which the earning power of the banks is based. Toronto, Standard, Royal and Montreal were among those quoted lower while Commerce was the exception to the rule showing an advance from 214 to 216½. Dominion and Nova Scotia were unchanged.

In the paper group gains and losses over the week were evenly divided, there being no very marked activity shown. Abitibi common was a strong feature while Brompton, Price Howard Smith and Spanish River commons all held steady. Belgo preferred sold off as did Howard Smith preferred but Price preferred was somewhat stronger. Wayagamack common sold off a point.

Steel of Canada common sold off two points during the week and this trend was general throughout the whole group practically all issues, preferred and common selling lower. Exceptions were Dominion Bridge which advanced a point, and Ontario Steel preferred which was two points higher.

In the foodstuffs group the flour milling stocks like Ogilvie, Western Canada and Lake of the Woods were lower while International Milling was fractionally higher. Atlantic Sugar common was fractionally stronger while B.C. Fishing showed a nice recovery. Canada Bread preferred stocks were fractionally stronger. Canners preferred made a nice gain. Bakeries preferred and common each sold off half a point. City Dairy common held steady but the preferred was down a couple of points. Dominion Stores sold down sharply from 65 to 57, the preferred was fractionally higher. Western Grocers common was up a point but the preferred sold lower.

In the utilities section Bell Telephone was off fractionally and Consumers' Gas declined two points and a half, being ex-dividend to that extent. Montreal Light Heat and Power was in strong demand selling up to 227 from 218½. Shawinigan and Southern Canada Power sold higher. The traction stock generally did better. Brazilian sold up four points and Twin City, Montreal Trams and Duluth-Superior all made good gains.

The textile stocks gave a very good account of themselves considering the general drift of the market. Dominion Textile common, Montreal Cottons common and Montreal Cottons and Penmans preferred sold higher, but Penmans common was weak.

In the general industrials changes up and down were pretty evenly divided. Changes generally were not important. Canada Cement was one of the exceptions, selling down three points. Dominion Glass declined from 100 to 96, and Pacific Burt from 100 to 97. Among the stocks showing strength were: American Salesbook preferred, Eastern Theatres preferred, Gilman-Fanfold common, Goodyear preferred, National Breweries common and Tuckett Tobacco preferred.

Canada Cement Reduces Prices

MONTREAL. — The Canada Cement Company has again declared a reduction in cement prices. Naturally this action recalls to investors the fact that a new cement company has entered production in the province of Quebec. It is thought that the cut may have been made because of the increased competition from the National Cement Company.

However, it is to be remembered that this action is in line with the "Cement's" long established policy, namely, the reduction in prices with the growth in consumption. The present reduction is 40c. a barrel. Up to the present, cement has been quoted at around $1.72 a barrel. Therefore, it would appear that the present price is not by way of being a "war gesture" towards competition.

ROY O. JACKSON DIES

Roy O. Jackson, head of the firm of Jackson and Company, financial agents, Toronto, and secretary of the Securities Acceptance Corporation of Toronto, died this week at the age of 32 in London, where he had gone to establish a branch office of his company. Mr. Jackson was a native of Texas, where his parents still reside, but was well known in financial circles in Toronto and other Canadian cities.

Is Your Broker Reliable?

Evidence has been brought to the attention of The Financial Post that certain houses which have set themselves up as dealers in unlisted securities are evidently trying to do business on a shoe-string basis, by the practice of very dubious methods. There have been instances where they have given quotations, accepted orders, confirmed these orders in writing and then, after postponements and delays, have, with various flimsy excuses, failed to carry out the transactions.

So long as there are a great many securities which are not listed on the recognized exchanges, dealers in these securities have a real service to perform for the investing public. It is a business which has some unsatisfactory features from the standpoint of both broker and client. Where there is a recognized market and quotations constantly posted it can be readily understood that close prices are obtainable and the buyer or seller easily satisfied. But where there is no such recognized market the broker must link buyer and seller and even though he may have a wide connection he may easily fail to either buy or sell to the very best advantage.

Dealing in securities which are not listed is attended by certain disadvantages readily understood and while the majority of brokers who specialize in unlisted securities are just as anxious to serve their clients as those who may be members of the stock exchanges, there are opportunities for the activities of those who are not so particular about their standards of practice.

Investors would at all times be well advised to make inquiries about the standing of the brokers with whom they are doing business. This is particularly important when the securities being dealt in are not quoted on the exchanges.

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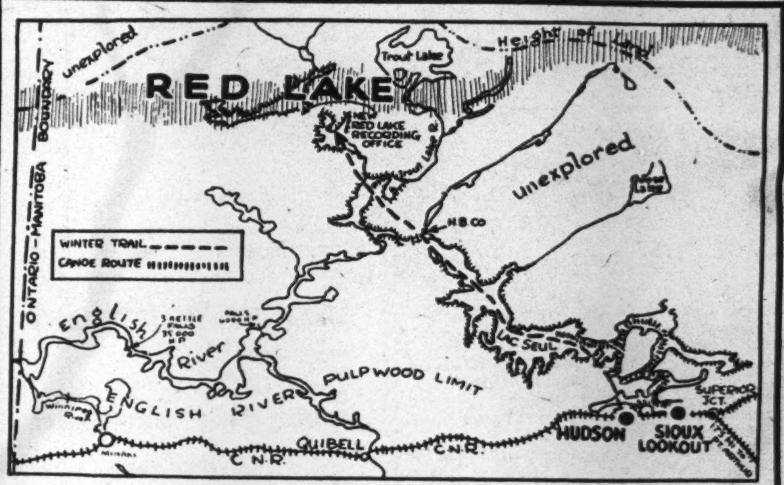

Two Branches
of this Bank serve
RED LAKE GOLD FIELDS

HUDSON
opened April 3rd, 1926. Hudson is the jumping-off point for the winter trail.

SIOUX LOOKOUT
opened October 22nd, 1919. Sioux Lookout is a town of 1,200 people; a divisional point on the National Railway, and the supply depot for the district.

IMPERIAL BANK OF CANADA BRANCHES IN THE MINING TERRITORY

	Opened		Opened
North Bay	1902	South Porcupine	1911
Cobalt	1905	Timmins	1911
New Liskeard	1905	Cochrane	1909
Englehart	1920	Kapuskasing	1920
Kirkland Lake	1918	Hearst	1919
Matheson	1919	Sioux Lookout	1919
Connaught Station	1922	Hudson	1926

Our established facilities and complete inter-office co-operation are at your service.

IMPERIAL BANK OF CANADA
HEAD OFFICE TORONTO
A. E. PHIPPS, General Manager

BESCO IS FACING BETTER DAYS FOR BOTH INDUSTRIES

Steel and Coal Outputs Increasing But Protection Needed

From Our Own Correspondent.

SYDNEY.—With every day that passes, it becomes increasingly clear that Nova Scotia, particularly Cape Breton Island, is in for one of the most prosperous coal years in its history. Vice-president J. E. McLurg is in Burmuda, but semi-official information from other sources indicates the following:

Besco has already sold 6,300,000 tons of coal for delivery "up the river" and coastwise by December 1. 1926. Of this quantity, 5,250,000 tons will be mined in Cape Breton. The outputs of the independent companies are expected to swell the grand total to 7,000,000 tons, a new high record for the province and one that will keep all available pits working day and night for many months to come. To carry this immense output up the St. Lawrence and elsewhere, a fleet of steamers, with an aggregate tonnage of 500,000, some owned by Besco and some under charter, will be employed in and out of Sydney harbor. Moreover, steady employment is already in sight for the first three months of 1927 and probably will continue throughout that year.

The outlook for steel, while not nearly so roseate as for coal, is still fairly satisfactory — and improving. At the present moment, the Sydney mills are operating at 75 per cent. of capacity, with enough orders on the books to keep them going at that pace until June 1. New orders are constantly coming in and there is every reason to believe that steel will continue to be made for the remainder of the year. This view is encouraged by positive denials by Besco officials of a rumored shut-down and of a reported 15 per cent. cut in wages.

Another straw which is held to show how the wind blows, is the recent reopening at capacity production of the Besco limestone quarries at Port au Port, Newfoundland, an almost certain harbinger of busier times at the Sydney plant.

Two things, however, are required to put the Sydney steel industry upon a secure basis: More rail business from the two big Canadian roads; and more adequate tariff protection against cheap foreign competition.

New Wabana Contract

Both Newfoundland and Besco will reap immediate benefits from the new iron ore agreement ratified by the House at St. John's.

Besco undertakes to expend $750,000 at Wabana before 1931, and in consideration of this is freed from export tax on ore for three years; after that time the duty is to be 10 cents a ton up to 1,000,000 tons; five cents a ton on the next million and free above that amount for the period from 1929 to 1950. On such portions of the first million tons as are shipped to points within the Empire, a rebate of five cents a ton will be allowed. Besco is also granted exemption from income tax, exemption from local taxation above $10,000,000, and free entry of explosives and mining equipment.

Western Grocers is Well Regarded by Eastern House

Pointing out that recent approval by the shareholders of Western Grocers of the directors' plan for recapitalization of the company opens up a possibility of investment value that might not otherwise have existed, Johnston and Ward say:

"A study of the records of net income and earnings from a percentage basis for the past nine years as given below, will indicate that three years were rather "lean" in earning power, namely, 1921, 1923 and 1924, while the remaining six showed substantial profits. The year 1925 ran far ahead of any of the three referred to, although it fell behind the years 1918, 1919 and 1920. These three, however, stand above any others probably in the records of most industrial or commercial enterprises, due to the abnormal conditions that prevailed during the period. The encouraging factor in the 1925 statement is that it indicates a real turning point in the business of this company, which reflects closely current business conditions as they exist in Western Canada. It may be assumed that the earnings for the year 1926 will run well above those of last year, as these will register the higher buying power of the West which applied to only a fractional part of the year 1925.

BEER WAR ECHOES REVERBERATE IN NATIONAL REPORT

Earnings Lower Than Half of 1924 Showing—Year's Deficit at $288,467

From Our Own Correspondent.

MONTREAL.—The results of the beer war, which prevailed for five months in 1925, are revealed in the annual financial statement of the National Breweries for the twelve months ending December 31, 1925. As had been expected, the total profits fell from $1,072,897 in 1924 to $405,382 in 1925. After payment of bond interest and depreciation, there remained only $86,127 wherewith to meet preferred dividends of $194,250; the deficit thus created was further augmented by the deduction of common dividends, which left a net deficit for the year of $288,467. This compares with earnings on the common stock last year of $6.57 per share.

There were many changes in the balance sheet. These, in the main, were due to the re-financing which took place and which practically doubled the company's liabilities to its common shareholders. The total assets have been increased by over $2,500,000 and property account is up to $5,139,414 from $4,637,160. Plant and machinery has also been increased to $3,182,765, from $2,643,120. Inventories show an increase of over $500,000, whilst investments now stand at $1,220,833, as compared with $54,001 at the close of 1924. It is understood that the increase is due to the company's investment in the Frontenac Breweries and other properties.

Changes in the Liabilities

Changes in the liability side of the exhibit include a decrease of $80,000 in the bonds outstanding, with an increase of some $250,000 in the reserve for depreciation. The surplus account naturally shows the reduction of $288,467 seen in the profit and loss account, whilst the bank loan of $600,000, which appeared at the close of 1924, has been wiped out.

All these changes resulted in a decided improvement in the company's working capital position. The latter figures, together with the profit and loss figures over the last three years compare as follows:

	1925	1924	1923
Profits	$405,382	$1,072,897	$1,029,704
Bond int.	68,400	73,200	78,000
Balance	336,982	999,697	951,704
Depreciation	250,855	212,155	187,093
Net profits	86,127	787,542	764,611
Pref. divs.	194,250	194,250	194,250
Balance	*108,123	593,292	570,361
Com. divs.	180,344	360,688	360,688
Surplus	*288,467	232,604	209,673
Prev. surp.	2,904,871	2,672,267	2,462,594
P.&L. bal.	2,616,405	2,904,871	2,672,267
Earned on com. st.	Nil	6.57	6.52

*—Debit.

Working Capital

	1925	1924	1923
Curr. assets	$2,766,958	$2,390,747	$2,526,334
Curr. liab.	760,029	1,245,865	1,233,994
Work. cap.	2,006,928	1,144,882	1,292,340

Stock Market Record

WEEK ENDING APRIL 6

	Div. Rate	Yield Apr. 5	High for wk.	Low for wk.	Close Apr. 5	Close Mar. 29	Sales for wk.	Range, 1926 High	Low
Banks—									
Commerce	12+1	5.90	220	214	216½	214	100	226	214
Dominion	12+1	6.09	214	213	214	214	80	219	213
Can. Nationale	10	6.25	160	160	160	160	4	170	159½
Imperial	12+1	6.15	212	211	211	211	37	215½	210
Montreal	12+2	5.45	257½	256	256	257½	272	263	256
Nova Scotia	16	5.46	292	291⅞	292	292	61	300	281
Royal	12+2	5.57	253¾	251	253	253¾	121	255⅛	248
Standard	12	6.03	198	198	198	199¼	5	200	198
Toronto	12	5.58	215	215	215	216	55	222	213
Paper—									
Abitibi, com. (no par)	4	5.24	76¾	74	76½	74¾	2024	85½	71¼
Do. pref.	7	6.36	..	...	...	...	...	116	109¾
Belgo-Can. com.	6	6.00	..	...	...	...	...	100	100
Do. pref.	7	7.17	97½	97¼	97¼	98½	40	101	95¾
Brompton (no par)	.	...	34½	32	34	34	1490	35¼	26
Laurentide	6	6.97	87½	86	87¼	87½	1559	93½	84¾
Price Bros. com.	2	3.07	65	65	65	65	320	72	57
Do. pref.	6½	6.70	99½	97	97½	97	281	100	95
Prov. Paper, com.	6+1	6.86	..	...	...	...	...	104	100
Do. pref.	7	6.73	104½	104½	104½	104	10	104½	100
Smith, Howard, com.	.	...	44	43	43	43	120	54½	38
Do. pref.	8	8.20	97½	97	97½	98	75	101	92¾
Span. River, com.	7	6.89	102	101	102	102	491	108	99
Do. pref.	7	6.02	..	...	...	...	...	119	114¼
St. Maurice Paper	6	...	..	...	...	...	...	106	104½
Wayagamack	.	...	66	66	66	67	10	83	65
Steel and Steel Industries—									
B.E. Steel, com.	.	...	..	...	...	...	...	3⅛	1½
Do. 1st pref.	.	...	26	25½	25½	27¼	200	30	25
Do. 2nd pref.	.	...	7½	7	7	7	65	10¾	6½
Can. Car & Found., com.	.	...	42	42	42	42	100	49	33
Do. pref.	7	8.53	84	81½	81½	83½	32	85¾	73
Can. Foundries, com.	.	...	..	...	...	...	...	8	8
Do. pref.	.	...	..	...	...	...	...	50	41½
C. G. Elec., com. (par $50)	.	...	..	...	...	...	...	51	51
Do. pref. (par $50)	7	6.00	58¼	58⅛	58⅛	58¼	90	60	57
Can. Locomotive, com.	.	...	..	...	...	...	...	42	35
Do. pref.	7	8.04	..	...	...	...	...	89½	73
Canada Iron, com.	.	...	..	...	...	...	...	10	10
Do. pref.	.	...	39	39	39	40	6	42	39
Dominion Coal	.	...	..	...	...	...	...	50	40½
Dominion Iron, pref.	.	...	..	...	...	...	...	24¾	19
Dominion Bridge	4	4.16	96	94	95	94	760	99½	80
Dom. Radiator, pref.	7	6.76	..	...	...	...	...	103½	103
Dom. Steel Corp., pref.	.	...	24	24	24	25	75	25	24
Ford Motor	10	...	..	...	...	...	...	622	622
Massey-Harris, com.	.	...	55	53	53	54	90	60	40
Do. pref.	7	7.31	95¾	93	95	96	8	97	93
McKinnon Ind., c. (no par)	.	...	25	22	25	25	290	26½	22
Do. pref.	7	7.77	90	90	90	91	20	92	90
N.S. Steel, pref.	.	...	25	25	25	...	25	25	25
Ontario Steel, com.	4	5.44	..	...	...	...	...	76	70
Do. pref.	7	6.86	102	102	102	100	15	102	100
Russell Motor, com.	.	...	40	40	40	42	10	42	39
Do. pref.	7	7.86	89	87	87	88½	8	90	82
Sawyer-Massey, pref.	.	...	..	...	...	...	...	13	13
Steel of Canada, com.	7	6.89	103	101	101	103	538	106½	95⅛
Do. pref.	7	5.93	118	117	118	118	8	118½	114
Milling and Foodstuffs—									
Atlantic Sugar, com.	.	...	23½	22½	23½	23	955	33⅞	22½
Do. pref.	.	...	..	...	...	...	...	88	79
B.C. Fishing	5	7.69	65⅛	63	65⅛	63⅝	1015	75¼	57¼
Can. Bread, com. (no par)	.	...	56½	56	56	56	150	61	56
Do. pref. (A)	7	6.52	107¼	107¼	107¼	107	13	110	106
Do. pref. (B)	7	7.10	98½	98	98½	98	50	98½	96¼
Can. Canners, com.	.	...	13½	13	13	13	52	15	12¾
Do. pref.	1	...	63½	60	63⅛	60	301	67¾	60
Canadian Salt	8	5.92	..	...	...	...	...	145	131
Christie, Brown, c. (n.p.)	30c.	...	..	...	...	...	...	63½	62
Can. Baker., com. (no par)	.	...	28	27½	27½	28	32	36	27½
Do. pref.	7	7.48	94½	93½	93½	94	54	97½	93
City Dairy, com. (par $25)	12	4.47	68	67	67	67	135	81	67
Do. pref.	7	6.48	108	108	108	110	2	112	107
Cuban Can. Sugar, com.	.	...	..	...	...	...	...	5	3½
Do. pref.	.	...	24	24	24	24	10	28	23½
Dom. Stores, com. (no par)	60c.	...	58	57	57	65	115	68	57
Do. pref.	8	6.95	115	115	115	114¾	100	116	106
Wm. Davies (A) (no par)	.	...	33	32	32	32½	907	37¼	32
Inter. Milling, pref.	7	6.73	103⅞	103½	103⅞	103	6	105¼	101
Lake of Woods, com.	12	7.64	158	157	157	159½	35	175	157
Do. pref.	7	6.00	..	...	...	...	...	117	116
Maple Leaf Mill., com.	.	...	..	...	...	...	...	88	65
Do. pref.	7	7.14	98	97	98	98	3	102	96
Ogilvie Flour, com.	5	2.84	176	173½	176	180	315	200	173½
Do. pref.	7	5.69	123	123	123	123	1	125	123
Pure Gold Mfg. (no par)	50c	...	..	...	...	...	...	23½	20
Shredded Wheat	10	5.25	190	190	190	190½	5	218	169½
St. Law. Flour, com.	.	...	..	...	...	...	...	45	35
Do. pref.	7	...	..	...	...	...	...	84	82
West Can. Flour	8	7.27	113	110	110	112½	7	115½	110
West. Grocers, com.	.	...	6	5	6	5	22	13¼	5
Do. pref.	.	...	52	51	51	53	109	64	49½
Utilities—									
Bell Telephone	8	5.73	139½	137	137¼	137¾	266	141	136
Consumers' Gas	10	5.68	176	175½	175½	178	38	183⅞	174½
Inter. Util. (A) (no par)	87½c	...	..	...	...	...	...	38½	35
Do (B) (no par)	.	...	..	...	...	...	...	9¼	7½
Cedar Rapids	8	...	..	...	...	...	...	40	40
East Koot. Power	.	...	..	...	...	...	...	32	25
Jamaica Pub. Ser. pref.	7	7.23	96¾	96½	96½	97¼	17	98½	96¼
Laurentide Power	5	4.76	106	105	105	106	45	110	105
Mackay, com.	7	5.28	132½	131	131	133	76	138½	131
Do. pref.	4	5.75	69½	69⅛	69⅛	69½	73	73½	69
Mexican Light, com.	.	...	..	...	...	...	...	30	29½
Do. pref.	.	...	..	...	...	...	...	64	64
Mont. L. H. & Pr. Cons.	8	3.65	227½	216½	227	218½	10527	227½	209
Montreal Teleg. (par $40)	8	6.40	..	...	...	...	...	51½	49
Ottawa L. H. & Pr., com.	6	6.09	98½	98	98	98	105	100	97½
Do. pref.	6½	6.31	103	102	102	104	6	105¼	102
Quebec Power, com.	5	4.13	123	120	120	122	133	125	113
Do. pref.	7	6.36	110¼	110	110¼	111½	7	116	109½
Shawinigan	8	4.37	185	180¼	185	183	487	191	167½
South. Can. Pr., com.	2.00	2.24	90	89	90	88	65	90½	83
Do. pref.	6	6.00	..	...	...	...	...	101½	100
Ottawa & Hull Pr. (no par)	.	...	..	...	...	...	...	26	25
Transportation—									
Can. Pacific Rly.	10	6.45	157	153	157	157	157	163	147
Can. Steamships, com.	.	...	14½	13¾	13¾	13½	140	18	11
Do. pref.	.	...	60¼	59	60¼	58¾	1385	68¾	56
Tractions—									
Barcelona (par $50)	.	...	27½	27	27½	27⅞	225	29	26½
Brazilian, com.	5	5.60	92	87	92	88	16659	98½	80
Do. pref.	6	5.94	..	...	...	...	...	102½	97½
Detroit Un. Rly.	.	...	..	...	...	...	...	3½	2½
Duluth-Superior	.	...	29	29	29	28	29	31½	25
Illinois Trac., pref.	6	...	..	...	...	...	...	96¼	96¼
Montreal Trams.	10	6.06	165	165	165	160	40	178	159
Ottawa Traction	4+1	7.81	..	...	...	...	...	65¾	63
Porto Rico Rlys., com.	.	...	43	43	43	45	25	47	40
Do. pref.	7	7.86	89	89	89	89	5	91	87
Quebec Rly.	.	...	..	...	...	...	...	26⅝	26⅝
Twin City, com.	5	7.04	72	69¾	71¼	70⅞	1021	79½	69¾
Do. pref.	7	6.82	..	...	...	...	...	103	102½
Winnipeg Elec., com.	1	...	50½	49⅛	50	50	749	54⅝	46½
Do. pref.	7	7.08	99	97½	99	98½	25	100½	95
Textiles—									
Can. Conn. Cotton, pref.	4	...	..	...	...	...	...	49	46¾
Can. Converters	7	7.60	92½	91½	92	92	45	94	90
Can. Cotton, com.	8	6.55	..	...	...	...	...	124	121
Do. pref.	6	6.28	95½	95¼	95½	96½	60	99½	95
Can. Woollens, com.	.	...	..	...	...	...	...	8	5
Do. pref.	.	...	50	50	50	50	105	50	49½
Dom. Textile, com.	5	5.40	92½	90½	92½	91	860	99⅛	90½
Do. pref.	7	5.78	..	...	...	...	...	122	119
Monarch Knitting, pref.	.	...	..	...	...	...	...	50	45
Montreal Cottons, com.	6	5.79	103½	103½	103½	103⅛	2	105	102
Do. pref.	7	6.08	115	115	115	114½	27	115	112
Penmans, com.	8	4.57	175⅝	173	174½	178	105	190	173
Do. pref.	6	5.76	104	104	104	103½	90	104½	103
Wabasso Cotton	4	6.15	..	...	...	...	...	65	62
General Industrials—									
Amer. Sales., c. (par $20)	4	6.66	60	59	60	60	80	70	59
Do. pref.	7	7.14	98	97	97	96½	30	98	92
Asbestos Corp., com.	6	6.66	90¼	89	90¼	90	95	94½	89
Do. pref.	6	5.31	114	113	114	114	240	116	109
Do. com. (new)	.	...	18½	17¾	18½	18½	728	24½	17¾
Do. pref. (new)	.	...	65½	63	65½	65	565	70	62
Building Prod., pref.	7	8.21	..	...	...	...	...	85¼	85¼
Brant. Cord., pf. (par $25)	8	7.40	27	26¾	27	27¼	30	27½	26
Burt, F. N., c. (par $25)	12	5.55	54	53¾	54	54⅛	486	67	53¾
Canada Cement, com.	6	5.72	107¾	104	104¾	107¾	1307	111½	101¾
Do. pref.	7	6.03	117	115½	117	116½	112	120	115½
Cons. Rubber, pref.	7	...	..	...	...	...	...	86½	86½
Can Ind. Alco. (no par)	1.28	7.10	18¼	17½	17⅞	17½	1738	20	16¼
Crow's Nest Coal	6	...	..	...	...	...	...	85	51
Dom. Glass, com.	7	7.00	100	96	96	100	470	105	85
Do. pref.	7	6.60	106	106	106	106¼	105	111	106
East. Theat., c. (par $25)	.	...	24	24	24	24	60	25¼	18¾
Do. pref.	7	7.86	89	89	89	88	15	90	83
Famous Players, com.	.	...	..	...	...	...	...	18½	15
Do. pref.	8	8.79	91½	91	91½	92	114	94¼	90½
Gilman, com.	6	5.56	108	108	108	105	35	108	104½
Do. pref.	7	6.08	116	114¾	115½	115¼	67	116¼	113½
Goodyear Tire, pref.	7	7.36	95	94	95	94	113	97	93½
Holt, Renfrew, pref.	7	...	..	...	...	...	...	90	85½
Kelvinator, com. (no par)	.	...	15½	15	15½	15¾	315	17	15
Do.	.	...	93⅜	93	93	93	41	93½	92
King Ed. Hotel	.	...	..	...	...	...	...	41	25
Lyall Construction	.	...	42	40½	42	41¾	85	46	20
Nat. Brew., com. (par $25)	4	6.72	61½	57½	61½	58½	4119	69	56
Do. pref.	7	6.54	107	107	107	107	25	110	106
National Brick, com.	.	...	..	...	...	...	...	12½	12½
Do. pref.	7	...	..	...	...	...	...	72	67
Pacific Burt, com.	6	6.00	97	97	97	100	15	110	90⅝
Do. pref.	7	6.73	..	...	...	...	...	110	102
Port Hope San, com.	¾	3.44	..	...	...	...	...	88	74½
Do. pref.	7	7.00	..	...	...	...	...	100	99
Rogers, Wm., com.	.	...	..	...	...	...	...	67	45
Do. pref.	7	7.36	..	...	...	...	...	95⅝	90
Sherwin-Williams, com.	6	4.58	..	...	...	...	...	135	127
Do. pref.	7	6.30	112¼	111¼	111¼	113	98	114	110½
Sterling Coal	4	...	..	...	...	...	...	43	37
Tooke Bros., com.	.	...	..	...	...	...	...	8	8
Do. pref.	.	...	58	58	58	58	50	60	57
Tuckett Tobacco, com.	4	6.25	63	63	63	64	10	65	61¾
Do. pref.	7	6.66	105	105	105	103	25	105	102
Woods Mfg., common	.	...	41	41	41	41	50	44	38
Do. pref.	7	8.64	..	...	...	...	...	82	77¾
Trust and Loan—									
Central Canada	12	...	..	...	...	...	...	210	210
Canada Landed (par $50)	10+1	5.78	95	95	95	97½	120	100	95
Can. Permanent	12	5.76	208⅛	207½	208⅛	208	9	208⅛	202½
Colonial Invest. (par $10)	6	...	..	...	...	...	...	6½	4
Hamilton Prov.	10	6.36	..	...	...	...	...	157	157
Huron & Erie	7+½	5.72	131	131	131	131	2	131	127½
Landed Banking	9	6.00	..	...	...	...	...	150	150
Montreal Loan (par $50)	12+1	6.50	..	...	...	...	...	50	50
National Trust	12	4.89	..	...	...	...	...	245	235
Ont. Loan (par $50)	11	5.18	106	106	106	105	40	105	103½
Real Estate Loan	7	8.23	..	...	...	...	...	85	85
Toronto Gen. Trusts	12	5.38	..	...	...	...	...	225	223
Toronto Mort. (par $50)	10+1	5.78	..	...	...	...	...	95	93½
Union Trust	7	6.93	..	...	...	...	...	101	101

THE CURB MARKET

	Div. Rate	Yield Apr. 5	High for wk.	Low for wk.	Close Apr. 5	Close Mar. 29	Sales for wk.	Range, 1926 High	Low
Beacon Oil	.	...	17	14¼	16⅞	15	325	19½	14¼
Brit. Amer. Oil (par $25)	10	5.00	50	48⅞	48⅞	50	613	53½	47
Can. Oil, com.	1¼	...	73	73	73	72	25	74	65
Do. pref.	8	...	..	...	...	...	...	102	100
Continental Oil	25c	...	..	...	...	...	...	26	21½
Dryden Power (no par)	.	...	6⅝	6	6⅝	6½	70	7¾	6
East. Engineering	.	...	..	...	...	...	...	2½	1
Good & Worts	6	3.01	205	199	199	199	102	237	193
Imperial Oil (no par)	1.00	2.91	35	33	35	33¼	1525	38½	33
Inter. Pet. (no par)	75c	2.42	31⅛	30	31	30⅝	1108	35½	29¼
Manitoba Power (no par)	.	...	35	35	35	36	50	42	24
Newsprint Corp.	.	...	23	20	23	20	12	27	18
N. Star Oil, com. (par $5)	.	...	..	...	...	...	...	1.05	.95
Do. pref. (par $5)	7	...	4.65	4.65	4.65	4.65	100	4.75	4.50
Simpsons, pref.	6	5.91	101½	101½	101½	101	10	102	101
St. Maur. Valley	.	...	49	45½	49	46½	580	53½	45½
Toronto R. S.	.	...	..	...	...	...	...	1.40	1.10
Volcanic Oil (par $25)	62c	...	..	...	...	...	...	29	27⅝
Eng. Elec., com. (no par)	.	...	..	...	...	...	...	24½	15
Do. pref.	.	...	70	70	70	72	2	72	59½
Illinois Power, pref.	.	...	97	97	97	96⅜	15	98½	96
North Mex. Pr., com.	.	...	..	...	...	...	...	55	47
Power Corp. (no par)	.	...	25	25	25	25	110	28¼	24¼
Pressed Metals, com.	.	...	35	35	35	38	15	40	30
St. Law. Power, (no par)	.	...	..	...	...	...	...	46½	36
St. Maur. Power	.	...	78	78	78	77	10	80⅛	75
United Secs., pref.	6	5.74	104½	104½	104½	103¾	10	105	103

UNLISTED SECURITIES

	Bid	Asked
Brooks Steam Motors	5½	7
Can. Machinery, com.	3	5
Can. Westinghouse, com.	162	..
Cosgrave Brewery	4	4¾
Dom. Power, pref.	93	96
Farmers Dairy, com.	45	..
Farmers Dairy, pref.	100	105
Gunns, Ltd., pref.	37	39
King Edward Hotel, Deb. A.	80	82
King Edward Hotel, Deb. B.	60	62
K. & S. Tire, pref.	15	..
Loew's Toronto, com.	26	30
Loew's London, com.	2½	3
Loew's Ottawa, pref.	15	..
Durant Motors (C)	3	4½
Mount Royal Hotel, com.	4	6
Mount Royal Hotel, pref.	34	37½
Willard's, pref.	69	72
Loblaw Groceterias, com.	58	61
Capital Life 25% Paid	23	26
Continental Life 20% Paid	31	.
Crown Life	120	..
Empire Life	22	..
Excelsior Life 25% Paid	44	..
Great West Life	360	..
Imperial Life	210	..
Monarch Life 10% Paid	19½	..
Ontario Equitable	25	28½
Re-Insurance	12	15
Security Life, 40% Paid	32	37
Sovereign Life, 25% Paid	24	27
Toronto Finance, pref.	4¼	5¼
Trusts & Guarantee	74	77

BARCELONA TRACTION EARNINGS

February	1926 Pesetas	1925 Pesetas	Increase Pesetas
Gross Earn.	8,029,473	7,835,622	193,851
Oper. Exp.	2,564,115	2,311,710	252,405
Net Earnings	5,456,358	5,523,912	x58,554
Aggregate Gr. from Jan. 1	16,651,648	15,757,671	893,977
Aggregate Net from Jan. 1	11,498,987	11,144,055	354,932

xDecrease.

ORIGINAL
Melachrino
NO.49 CIGARETTES
"The One Cigarette Sold the World Over"

The International Nickel Co.

A quarterly dividend of one and one-half per cent. on the Preferred Stock has been declared this day payable May 1st, 1926, to the Preferred Stockholders of Record at the close of business, April 15, 1926.

JAMES L. ASHLEY, Secy. & Treas.

New York, April 5, 1926.

CHRISTIE, BROWN & Company, Limited

DIVIDEND NO. 4.

A quarterly dividend of one and three-quarters per cent. was duly declared on the Preference Stock of this Company, payable to shareholders of record at the close of business April 20th, 1926.

A dividend of thirty cents per share was also declared on the Common Stock of this Company, payable to shareholders of record at the close of business, April 15th, 1926.

Both dividends payable May 1st, 1926.

C. E. EDMONDS, Secretary.

Toronto, Ont., April 6th, 1926.

ONTARIO

SALE OF HARDWOOD TIMBER

TENDERS WILL BE RECEIVED by the undersigned up to and including the 15th of April, 1926, for the right to cut the Hardwood Timber, comprising Birch and Maple, on an area in the District of Algoma, partly in the Mississaga Forest Reserve and partly in the section immediately South thereof, subject, amongst other conditions, to the manufacture of same into the finished product within the Province of Ontario.

FURTHER PARTICULARS may be obtained upon application to the undersigned, or the Deputy Minister of Lands and Forests, Toronto, Ontario.

JAMES LYONS,
Minister of Lands and Forests.

N.B.—No unauthorised publication of this Notice will be paid for.

TORONTO—January 22nd, 1926.

SOUTHERN CANADA POWER COMPANY LIMITED

Common Dividend No. 6

A DIVIDEND of One Dollar ($1.00) per share on the NO PAR VALUE COMMON STOCK OF SOUTHERN CANADA POWER COMPANY LIMITED has been declared, payable May 15th, 1926, to shareholders of record April 30th, 1926.

By order of the Board.

L. C. HASKELL,
Secretary-Treasurer.

Montreal, March 26th. 1926

Abitibi Power & Paper Company Limited

Dividend Notice

Notice is hereby given that a quarterly dividend of One Dollar ($1.00) per share has been declared on the Common Stock of the Abitibi Power & Paper Company Limited, payable the 20th day of April, 1926, to shareholders of record at the close of business the 10th day of April, 1926.

By Order of the Board.

W. H. SMITH,
Secretary-Treasurer.

Montreal Tramways Company

DIVIDEND NOTICE

Notice is hereby given that a dividend of Two Dollars and Fifty Cents ($2.50) per share for the quarter ended 31st March, 1926, has been declared upon the paid up Capital Stock of the Company, to Shareholders of record on Tuesday, the 6th day of April, 1926, at 4 o'clock p.m., payable on Thursday, the 15th day of April, 1926.

By order of the Board.

PATRICK DUBEE,
Secretary-Treasurer.

March 29th, 1926.

Dominion Textile Company, Limited

NOTICE OF DIVIDEND

A Dividend of One and Three-quarters per cent. (1¾%) on the Preferred Stock of DOMINION TEXTILE COMPANY, Limited, has been declared for the quarter ending March 31st, 1926, payable April 15th, to shareholders of record 31st March.

By order of the Board,

JAS. H. WEBB,
Secretary-Treasurer.

Montreal, February 24th, 1926.

Opportunity.

Manufacturing concern in Western Canada requires $4,000 additional capital for expansion. Splendid opportunity for live man as Sales-manager. Company established 12 years, has good connection, growing steadily. Fullest information given and required. Applications confidential.

Address Box 113, Financial Post,
153 University Ave., Toronto, 2, Ont.

STOCKS—BONDS—GRAIN

Specialists in Mining Securities

Direct private wire system to Chicago, New York and Winnipeg. Ticker service and Board room.

Long Lake and Red Lake Units Bought, Sold and Quoted. Inquiries Invited.

Special attention given to orders placed on New York Stock Exchange, Chicago Board of Trade and Winnipeg Grain Exchange.

SUTHERLAND & PARTNERS

Limited

STOCK BROKERS

Offices: 7 King Edward Hotel Bldg. Phones: Elgin 5317-8-9.

TORONTO, ONTARIO

CITY OF VANCOUVER, B.C.

DEBENTURES FOR SALE

SEALED TENDERS WILL BE RECEIVED by the undersigned up to 3 P.M. on Thursday, 15th of April, 1926, for the following City of Vancouver Debentures, dated 1st February, 1926, amounting to $1,070,000.00:

By-law No.	Amount	Term	Purpose	Maturing
1761	$200,000	40 yrs.	Sewers	1st Feb., 1966
1762	320,000	40 yrs.	Schools	1st Feb., 1966
1763	50,000	40 yrs.	Playfield Impts.	1st Feb., 1966
1764	250,000	15 yrs.	Streets and Roads	1st Feb., 1941
1765	250,000	15 yrs.	Streets, Sidewalks, etc.	1st Feb., 1941

All bearing interest at the rate of 5% per annum, payable half-yearly on the first days of February and August.

These Debentures are a direct obligation of the City at large. Provision can be made for registration of principal.

Alternative offers on the basis of interest and principal payable in Canada only, and in Canada and the United States, are asked for.

Parties tendering are required to state the net price for Vancouver payment and delivery of the Securities. If desired, delivery will be made elsewhere at the purchaser's expense.

A certified cheque, payable to the City Treasurer, for $10,000.00 must accompany each tender.

The highest or any tender not necessarily accepted.

A. J. PILKINGTON, City Comptroller.

City Hall, Vancouver, B.C.

PORT ALFRED PULP & PAPER CORPORATION

HEAD OFFICE:
INSURANCE EXCHANGE BUILDING
MONTREAL, P.Q.
Mills at PORT ALFRED, P.Q.

Canadian Paperboard Company Limited
Largest Manufacturers of Paperboard in Canada
Mills at Montreal, P.Q., Campbellford, Ont., Frankford, Ont.
HEAD OFFICE: 2 Seigneurs Street MONTREAL

ROLLAND

FORTY-FOUR years' experience making high grade papers is back of every Rolland sheet. Where you see the "R" Shield Watermark you can confidently count on the highest quality too. Rolland papers live up to their name.
THE ROLLAND PAPER CO. LIMITED
High Grade Paper Makers Since 1882
MONTREAL
Mills at Mont Rolland and St. Jerome, P.Q.

The Laurentide Company
Limited
Manufacturers of
Ground Wood - Sulphite Pulp
Wood Boards and Newsprint Paper
GRAND'MERE - QUEBEC

MAPLE LEAF
INDUSTRIAL
ALCOHOL
HIGHEST QUALITY-BEST SERVICE
Ethyl Alcohol—Cologne Spirits, Denatured Alcohol (all formulae)
We maintain a Technical Service Division which stands ready at all times to co-operate to the best of its ability with the trade.
Canadian Industrial Alcohol Co., Ltd.
TORONTO MONTREAL WINNIPEG CORBYVILLE VANCOUVER

P. Lyall & Sons
Construction
Company, Limited
Toronto - Montreal - Ottawa

Surplus is Made by Alberta's Railways

EDMONTON.—That 182 miles of new railway lines were completed and opened for operation in Alberta during the year 1925 is one of the interesting statements in the annual report of the provincial department of railways. The report states this is the largest annual increase since the year 1915 in new transportation lines. Of the additional mileage, 111 miles was constructed by the Canadian National Railways, 67 miles by the Canadian Pacific Railways, and four miles by the provincial government's Alberta and Great Waterways Railway.

There are now more than 5,000 miles of railway mileage within the province the report states, whereas the railway mileage in Alberta at the time of its creation as a province in 1905 was only 1,060.

Referring to the condition of the provincial government lines, the report presents the following figures:

Operating revenues for 1925 of the Alberta and Great Waterways Railways, which extends north 300 miles from Edmonton to a point near Fort McMurray on the Athabasca River, totalled $262,799.54, compared with $248,701.76 for the previous year, an increase of $14,097.78.

Pulp and Paper

MANITOBA PAPER NEW BOND ISSUE MAKES APPEARANCE

Company is Controlled by Spanish River and Abitibi Companies

From Our Own Correspondent.

MONTREAL.—The Royal Securities Corporation and Nesbitt Thomson and Company are making the Canadian offering of $1,500,000, first mortgage, 6½ per cent., serial bonds of the Manitoba Paper Company. These bonds form part of an issue of $4,000,000—$2,500,000 of which are being offered in the United States market. The bonds are being offered at prices which range in yield from 6.5 per cent. to 6.8 per cent., according to the maturity date. Those maturing in 1931 are being sold at par, whilst those maturing in 1946 are being sold at 96.75; bonds having an intermediate maturity date are being marketed at corresponding levels.

The Manitoba Paper Company was incorporated some time ago to establish a newsprint mill in the Lake Winnipeg district. The company obtained some 1,798 square miles of timber limits under favorable terms in that section of the province of Manitoba. It is owned by the Spanish River and Abitibi companies and by financial interests closely associated with those two organizations.

The Plant on River

The plant is now being erected on the Winnipeg River, close to Lake Winnipeg and about sixty miles from the city of Winnipeg. When completed, it will have a rated capacity of 250 tons of newsprint paper per day; the first unit of the plant will be ready for operation by December of this year. Hydro electric power for the operation of the mill will be obtained under a favorable contract which has been entered into with the Manitoba Power Company.

Water transportation connects the mill with its own timber reserves and the property is served by the Canadian National Railways. With the consequent benefit of favorable freight rates for its output, the company should find a ready market for its production in that territory between the Great Lakes and the Rocky Mountains.

The production of the mill will be marketed under contract by the G. H. Mead Company, of Dayton, Ohio, which acts also as selling agent for the Spanish River and Abitibi companies.

Operated by Paper Interests

Directors of both the Spanish River Pulp and Paper Mills and the Abitibi Pulp and Power Company, are included in the directorate of the Manitoba Paper Company, as well as strong Manitoba interests. Therefore, the new company is advantageously situated as compared with the average undertaking of a similar nature.

The $4,000,000 of bonds now being offered are secured by assets valued at $9,835,200, including the Pine Falls water power, which adjoins the mill and which has a potential development of 75,000 continuous horsepower. At the present time, the company does not intend to develop this power site.

It is estimated that net earnings of the new mill, after depreciation, will be five times the maximum annual interest requirements of the present bond issue, and approximately 3½ times the annual reserve necessary to retire both principal and interest. The bonds are dated April 1, 1926, and are issued in sixteen annual maturities, from 1931 to 1946. The company's capitalization is as follows:

	Authorized	Issued
6½% 1st mort. bonds.	$10,000,000	$4,000,000
8% cum. pfd. stock..	10,000,000	4,800,000
Common Stock—auth. & iss'd.	125,000 shares	

International Plans to Increase Kipawa Output

From Our Own Correspondent.

MONTREAL The International Paper Co. has purchased 2,000 square miles of timber lands in the province of Quebec; these limits will serve as an additional source of supply of raw material for the company's Kipawa mill whose output was recently enlarged from 50,000 to 80,000 tons of sulphite pulp annually.

The new limits make possible an increase in the Kipawa mills output to 160,000 tons annually; the water power development necessary for such a project has been completed and it is anticipated that the Kipawa enlargement will take place as soon as the demand for bleached sulphite warrants the extension.

N. S. PULP FOR ENGLISH MILLS

HALIFAX.—Four thousand tons of dry pulp is being shipped from Sheet Harbor to English paper mills. The first steamer sailed this week and will make three more trips to handle the contract. About 26,000 cords of wood are being cut at Sheet Harbor and along the shore for this and other orders which are being filled by the A. P. W. Pulp and Power Co.

MORE DILLON MERGERS?

MONTREAL.—It has been rumored that Clarence Dillon, the head of the investment house of Dillon, Read and Company, of New York, is investigating the newsprint industry in Canada. It is understood that Mr. Dillon has discussed the newsprint situation in this country with the heads of some of the leading newsprint organizations. There is the possibility, therefore, that he may attempt some consolidation in the newsprint field here along the lines which have brought him into prominence in U. S. financial circles.

PORT ALFRED ANNUAL

MONTREAL.—The Port Alfred Pulp and Paper Corporation held its second annual meeting at its office in the Insurance Exchange Building. Holders of more than 20,000 shares were present in person, while 34,000 shares were represented by proxy, making a total representation of 54,000 shares of a total of 60,000.

The business transacted was of a purely formal character. The annual report was adopted and the directorate elected without change, the board being constituted as follows: Sir Herbert S. Holt, chairman; George M. McKee, president; R. O. Sweezey, vice-president; A. Cross, vice-president; E. A. Macnutt, J. H. Gundy, G. E. Taschereau, N. P.

Food Products

CHRISTIE, BROWN CO. EARNINGS $106,687

Directors Declare Initial Dividend of 30 Cents Share on Common Stock

The recently issued financial statement of Christie, Brown & Co., shows a surplus for the year of $7,621 after all charges were paid. This is the first statement since the reorganization of the company and is considered remarkably satisfactory, since the first four months of the year, when the old management was in control, finished with a loss.

During the first third of the fiscal year, the period ending with May, 1925, a loss of $12,876 was shown. For the balance of the period net earnings amounted to $106,887 after charging all expenses including $55,389 to cover the cost of substituting cardboard for tin containers. The surplus as shown above was cleared after deducting $65,500 for bond interest and income tax, setting aside a reserve for depreciation and payment of preferred dividends.

Current assets of the company, as disclosed by the balance sheet at the end of December were $979,150 against current liabilities of $175,330, a ratio of more than five and a half to one. Trade marks, formula and good will of the company are carried at $1. Depreciation charges of $100,000 were made against fixed assets, or at an annual rate of 5 per cent. The total funded debt consisted of first mortgage bonds subsequently reduced by $200,000. Capital and surplus amounted to $1,837,873.

Initial Dividend Declared

Directors of the company have just declared an initial dividend of 30 cents a share on the common stock payable May 1, to stock of record April 15. This is an annual rate of $1.20 per share. A meeting has been called for April 21 at which the shareholders will be asked to approve a by-law increasing the company's authorized common shares from 105,000 to 150,000. Stock dividends, it is intimated, will be declared from time to time on the common stock in addition to cash dividends. The regular quarterly dividend of 1¾ per cent. was declared on preference shares. It was stated that the success of the company during the last half year warranted the putting of the company's junior stock on a dividend basis.

ACADIA SUGAR IS TO BE REORGANIZED

Meeting of Shareholders is Called to Consider Formation of New Company

From Our Own Correspondent.

MONTREAL.—The Acadia Sugar Refining Company is to go into voluntary liquidation in order to provide a basis for a financial reorganization. On April 29 the shareholders meet in Glasgow to approve the change which provides for the incorporation of a new company in Nova Scotia with a capital of $3,000,000, half of which will be in preference, and half in common shares.

The present outstanding stock capitalization consists of $3,000,000 of common and $2,000,000 of preferred. The bonded indebtedness totals $1,601,000.

Holders of the old preferred shares will receive 75 per cent. of their holdings in new preferred stock and the common shareholders will receive 25 per cent. of their present holdings in new common.

It is proposed to fund the present current liabilities by an issue of $2,500,000, 20 year, 6 per cent. bonds and $750,000 20 year, second mortgage bonds. With the financing thus obtained it is thought possible that the present bond issue will be retired. This reorganization would place the company on a sound financial basis and provide a working capital of some $550,000.

The reorganization is the result of the disastrous times through which all the sugar refineries in Canada passed when the bottom fell out of the raw sugar market in 1921. At the present time the company's plant at Halifax is experiencing the improvement of business which has made itself apparent in the sugar industry during the past twelve months. The present maximum capacity of the plant is in the neighborhood of 1,500,000 pounds per day; the property comprises about 170 acres, with a water front of 1,456 feet.

Shredded Wheat Dividend Will be on New Shares

Notification has been sent to shareholders of the Shredded Wheat Company to send their certificates of $100 par to the Bank of Niagara, Niagara Falls, New York, for exchange. Each shareholder will receive four of the new shares for each of the old ones and they are asked to send their shares in in sufficient time to take advantage of the next dividend payment which will be made on the new stock.

Shredded Wheat shares have made a net gain of from 170 to 190 during the first quarter of the year. Early in February the stock was quoted as high as 218, but it receded again with the general market movement, to the figure shown. The business of the company during the first quarter is reported to have been very satisfactory.

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Secretary, M. H. HUTCHISON; Treasurer, T. F. McNALLY; Asst. Treasurer, A. C. McMILLAN.

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Road Building Becoming a Big National Problem

NEW YORK.—The annual meeting of the American Road Builders' Association will be held Friday, May 14, at the Engineers' Club, New York, according to an announcement made by W. H. Connell, president of the association. The meeting will be attended by approximately one thousand active members of the organization, representing all states of the Union and Canada. It is one of the most important highway meetings of the year.

Preparations are being made to entertain the largest number of delegates in the history of the association.

Public Utilities

CITY TO SHARE PROFIT IF FARE RATE INCREASED

Outline of Agreement to be Voted on at Hamilton

HAMILTON. — Negotiations between the street railway company and the Hamilton City Council have now reached a stage where an agreement can be drawn for submission to the ratepayers and it is expected that a vote will be taken about May 1. The company has agreed to the inclusion of a clause entitling the city to four per cent. of gross revenue in the event of an increased fare being allowed by the Ontario Railway Board at June 30, 1928, up to which time a five-cent fare will be continued on street cars and bus lines the city may operate in districts in lieu of street cars. On other bus lines the company was given the right to charge a ten-cent fare or three tickets for a quarter. Transfers will be given from omnibuses and on payment of an additional five cents from cars to buses.

The company has agreed to a proposal to dispose of the road at 25 per cent. below the arbitrated value if at any time in future the line is abandoned. The company agrees to supply the city in the event of the railway being closed down with power for one year at the time operation ceases.

In the event of the new agreement being defeated none of the new arrangements, other than the company's guarantee to supply the city with power for a year, will be operative. This clause was framed with the idea of insuring service in the event of an unfavorable vote.

The principal points of the new agreement are summarized as follows:

The company will be required within three years to add 64 new cars and buses and erect a car barn at a cost of $250,000. The expenditure will be over $1,100,000. The city will have the right to apply for future extensions and improvements, and if not granted by the company to appeal to the railway board.

The company will continue a five-cent fare until June 30, 1928. If an increase should be applied for to the board and granted, the city will have the right to collect four per cent. of gross revenue.

The company will not be required to give transfers from omnibuses running to within one quarter of a mile of the corner of King and James Sts. One-man cars may be used where advisable, and advertising signs carried on the cars will have to be approved by the police commission.

Removal of snow and ice will be on a basis of 60 and 40 per cent., the company paying the latter amount. In the former agreement the company insisted on not spending more than $5,000 a year on snow cleaning. Payments of revenue and mileage charges will be done away with until such time as there might be a fare adjustment.

The company in return for expenditures will after 1928 be given an exclusive franchise on the streets for transporting passengers, and no vehicles will be able to make a special trip for less than twenty cents a passenger. This provision was inserted to prevent jitney men converting their cars into taxi cabs and operating in competition with the company on a ten-cent fare.

Failure of the company to operate its line for one day will give the city the right to step in and ask the railway board to operate. All disputes between the city and company will be referred to the railway board, and the city will have the right of examination of the company's books.

The company will also undertake to guarantee the city operating privileges on Main Street East, between Sherman Avenue and the Delta, and on the Aberdeen Avenue line, which are now under radial agreements. Provision is also made for the company to acquire poles now owned by the Dominion Power & Transmission Co.

The Hamilton Street Railway is owned by the Dominion Power and Transmission Company.

Must Reach Agreement Soon With 'Peg Electric

From Our Own Correspondent.

MONTREAL.—The manager of the Winnipeg Civic Hydro has asked for an early decision on developing Suave Falls, the city's reserve power site, or purchasing a block of some 30,000 h.p. from the Manitoba Power Company. Before the Civic Utilities Committee in Winnipeg, J. G. Glassco, manager of the Hydro, declared that with the increasing demand for power in Winnipeg and its environs, unless some decision were soon reached, the city would be forced to purchase the power from the company at its own price.

After a brief discussion before the Civic Utilities Committee, it was agreed to call an early meeting of a special zoning committee to consider these alternatives. This committee still has before it a proposal that the civic hydro purchase 50,000 h.p. from the Manitoba Power at $18.50 per h.p.; the latter would then withdraw from the light and power field in the city; the Hydro, in turn, would cease to operate in the suburbs of Winnipeg. Some time ago negotiations with the zoning committee reached an impasse when it was decided to postpone further discussion until the results of a special audit of the civic hydro were available early in May.

Southern Canada Power to Issue New Stock

From Our Own Correspondent.

MONTREAL.—The growth of the Southern Canada Power Company is evidenced in the continued growth of its plants, and the recent decision of the company to offer its shareholders new stock at $80 per share. Stockholders will have the right to subscribe for the new shares in the ratio of one new for every share which they hold.

The issued common stock will be increased from 50,000 to 60,000 no par value shares, and the additional stock will be offered to shareholders on record as at April 30, 1926.

Shareholders entitled to the purchase of fractional shares will be able to take advantage of the offer through the purchase or the sale of "rights."

In a letter to the shareholders, J. B. Woodyatt, the president of the company, after setting forth the particulars of the new common stock issue, says:

"You are, of course, aware of the marked development of this company in the course of the last few years. During the last six months, through the completion of the new power plant at Hemmings Falls and the addition of new units at the Drummondville plant, the company has added 48,000 h.p. to its power resources, and the remarkable industrial development of the territory in which we operate assures a bright future for your company."

LONDON STREET RAILWAY

LONDON.—Things have reached the stage where the London Street Railway Company has been asked to draw up in writing two plans, one of franchise extension and the other of purchase, both of which, amended at a future meeting, will be submitted to the people for final selection by general vote.

Canada Northern Power Acquires New Subsidiary

From Our Own Correspondent.

MONTREAL.—The Canada Northern Power Corporation has purchased the distribution and the telephone systems of the town of Timmins, Ontario, from the Northern Ontario Light and Power Company. The two systems will be operated by the Porcupine Telephone and Power Company, whose entire capital stock will be owned by the Canada Northern Power. The property has been owned for several years by the Northern Ontario Light and Power Company, but the power supply of the town was purchased from the Northern Canada Power. The deal gives the Canada Northern the control of all the lighting and power business in Porcupine and its vicinity.

Quebec Southern Power Increases Its Customers

From Our Own Correspondent.

MONTREAL.—The electors of the city of St. Jerome, P. Q., by a majority of nearly four to one, ratified a by-law whereby the municipal electric plant and distribution system is to be sold to the Laurentian Hydro-Electric for $400,000.

The Laurentian Hydro-Electric is a subsidiary of the Quebec Southern Power Corporation, which serves the Laurentian district of the province of Quebec; it owns also practically all the outstanding common stock of the Laurentian Hydro-Electric.

This final ratification of the sale means that the Quebec Southern Power has added about 1,500 customers to its system. The city of St. Jerome felt that the control of the utility by the private corporation would result in a more intensive industrial development in that section.

BIG COAL BILL OF GAS COMPANIES

Gas companies in the United States used 7,887,500 tons of coal for manufacturing gas in 1924. Of this amount 1,307,500 tons were anthracite and 6,580,000 were bituminous.

Engineers have reported to the American Gas Association that a ton of coal converted into gas by a central station and used for cooking and heating is the equivalent of two tons of coal burned raw. Because of this the manufactured gas industry is taking an important place in conservation programs.

Buses Financial Success Where Radials Meet Losses

The statement is made by C. C. Kamm, Toronto, a well-known bus operator, that while the Hydro radials in the past year have piled up huge deficits, the bus operators in Ontario have increased their numbers to double the previous year. The total of operating units in rural territories alone has been brought up to 216 and the significance of this fact is that practically all these new buses, costing approximately $1,000,000, have been purchased out of profits from operation.

These increasing radial deficits and increasing bus profits are, Mr. Kamm submits, an answer to the charge that the bus is an economic failure and the radial the appropriate solution. Mr. Kamm expects to see the survival of the fittest in public service and on the question of motor buses versus radials the odds, he says, are greatly in favor of the buses.

Fine Showing Made by Winnipeg Water District

The report of the Greater Winnipeg Water District for the calendar year 1925 is the best submitted for many years. A deficit, which has been as large as $75,000, is reduced to $2,419. The standing of the district railway is particularly favorable. The line is now definitely shown to serve a very productive territory. Shipments of farm products and gravel have improved radically. The balance sheet showed a surplus over requirements of $29,173.

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WINNIPEG

Private Corporations Easier to Control Than Public Ownership

Columbia Professor Says That Mismanagement, Graft and Inefficiency Are Sure to Crop up in Government Enterprises

NEW YORK.—In using the argument that public ownership under a commission may actually be more difficult for the government to control than private corporations operating under government charter, and giving the Hydro Electric Power Commission in Ontario as an example, Dr. James K. Finch, professor of civil engineering at Columbia University, calls the policies of Governor Smith, of New York State, for the development of water power, "Utopian and unworkable."

"The most difficult feature to understand," said Dr. Finch, "in the attempt which Governor Smith is making to force state ownership and operation of water power in New York, is the almost fanatic zeal with which a man whose life has brought him into intimate contact with real men and practical affairs is advocating a scheme suited only to the management of affairs in a community of gods and angels.

"Whatever the advantages of federal, state, or municipal ownership may be, it is certain that a lower cost of service than is possible under well-regulated private ownership is not one of them," said Dr. Finch. "The evidence which can be secured from actual cases of federal, state or municipal activities in the operation of public utilities, not only in America but all over the world, is absolutely overwhelming on this point. The reason for it is very clear and obvious." He continued:

Assails Political Ownership

"Have politicians ever been able to conduct a business more efficiently than men who have been trained to this career? Mismanagement and graft, inefficiency due to lack of all incentive for careful effort and a full day's work, have invariably resulted in increased costs which, in turn, are covered up by crooked accounting, or total lack of accounting, but always come out of the pocket of the taxpayer in the end.

"If this was the only result of 'political ownership' of our public utilities it would probably be best to go to the expense of a trial in New York just to prove to the governor and his angelic host that New York is not Mount Olympus.

"There is, however, a greater menace in this costly but harmless-looking plan. It is the shortest, most direct, and absolutely certain method of establishing uncontrolled private and monopolized ownership known to man.

"All we have to do is to step across the border into Canada to find a fully developed 'political ownership' of water power in full swing, a complete monopoly, absolutely beyond the control of the people or the state, repeatedly investigated and found to be mismanaged and rotten, operated as a purely political enterprise above the law—in fact superlaw unto itself because it is the highest type of super-power.

"Apparently its strength as a political machine has been so well developed and organized that the famed Canadian Hydro will never be brought under control by anything short of rebellion."

Public Utility Earnings

WINNIPEG ELECTRIC COMPANY—

February—	1926	1925	Incr.
Gross Earn.	$464,198	$459,553	$ 4,645
Oper. Exp. & Taxes	315,084	327,153	x12,069
Net Earnings ...	$149,113	$132,399	$16,714
2 months end: Feb. 28—			
Gross Earn.	$972,031	$964,367	$ 7,663
Op. Exp. & Taxes	654,059	682,809	x28,750
Net Earnings ..	$317,971	$281,557	$36,414

xDecrease.

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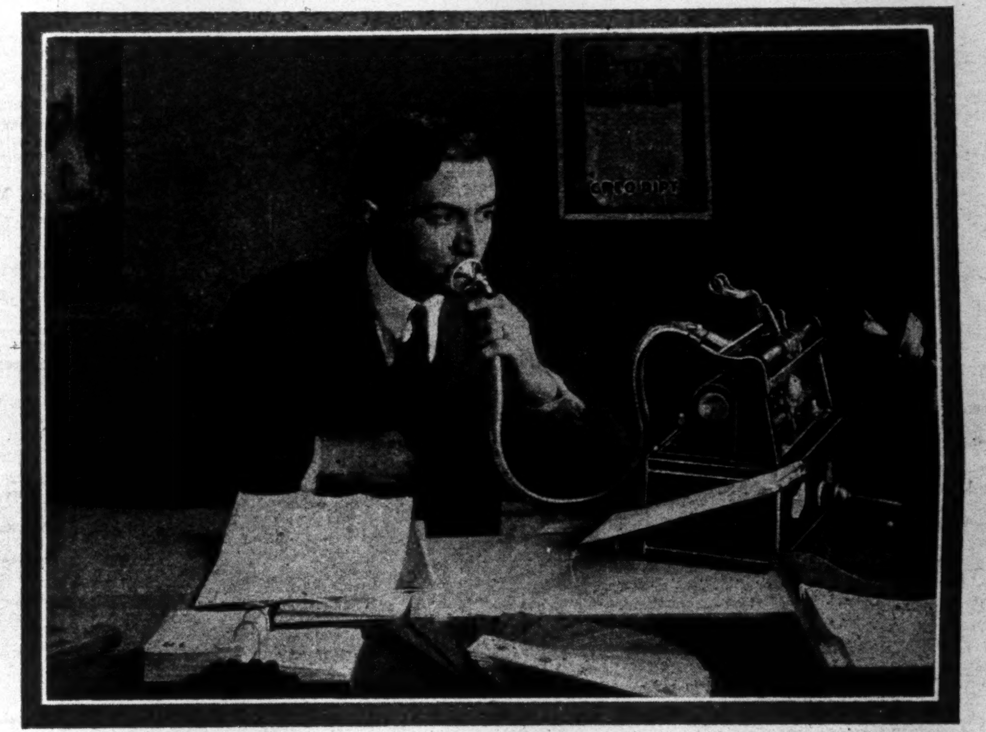
What's Wrong With Shorthand

Executives say:—

"She can't get out all she's taken."
"I'm forced to cut dictation short."
"She can't help me with other things."
"If I could only dictate while it's fresh in my mind."
"If she could only take it as fast as I think."
"Out sick, so my letters have to wait."
"Pshaw! she's gone. I'll have to wait till to-morrow."
"I had all this clear in my mind last night."

That's enough! I'll send in the coupon below on general principles.



R. E. PLANT
Director of Sales of the Creo-Dipt Company of Canada, Ltd., who uses The Dictaphone morning, noon or night!

What's Wrong With Shorthand

Secretaries say:—

"He talks so fast I'll be getting writer's cramp soon."
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"I'm 10% secretary and 90% slave to my notebook."
"Nothing doing till 3 and then two days' work."
"No one else can read my notes."
"Hours wasted while he's in conference."
"Yes, I do mind staying late."
"Cold notes are maddening."

That's enough! I'll show him this trial offer right now.

Shorthand was a daily drag

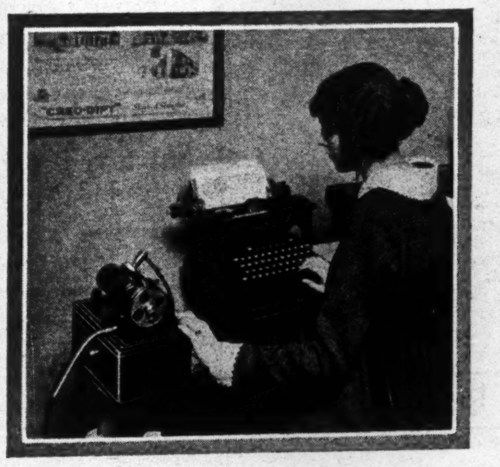
Now he finds it easy to keep in touch with his whole sales force

Read how R. E. Plant doubled his capacity—and you'll take advantage of our coupon offer:

"Full use of the day on outside work!" That's what The Dictaphone means to R. E. Plant, who—as director of sales for the Creo-Dipt Company of Canada, Ltd.—is rated one of the "busiest" young sales executives in the Dominion.

Because The Dictaphone permits him to take care of his correspondence early in the morning and after working hours, Mr. Plant is in no way tied down by office routine. In fact, he spends most of his "official" working day out in the field—following special work and helping his salesmen develop new business.

In this way his value to the organization is practically doubled, for which he gives The Dictaphone full credit. Indeed, he goes so far as to say, "as a time saver The Dictaphone is the best equipment we have around our office!"



Thelma E. Likens
Secretary to Mr. Plant, has found that The Dictaphone means release from shorthand interruptions and a larger share of executive responsibility.

Of course, Mr. Plant's frequent absence from the office leaves Miss Likens, his secretary, a great deal of extra responsibility. She says herself, "My duties are increasing constantly. But The Dictaphone saves me hours of time and so helps me carry on efficiently."

Another point which Miss Likens mentions in regard to Dictaphone dictation is that "there can be no doubt as to what was intended by the dictator in his letters. You *listen to his dictation as you type!*" This is an advantage which stenographers who have puzzled over "cold notes" with no one to refer to in case of misunderstanding, will be quick to admit.

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☐ I am a Secretary ☐ Executive
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☐ Please notify your nearest office to lend me a New Model 10 to try. I understand that this loan involves no expense or obligation.

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and double your ability to get things done

News of the Mines: A Department for Executives and Investors

Conducted by DANIEL E. CUSHING, Mining Editor, The Financial Post.

MINING CORP. IS LIVING UP TO ITS HIGH REPUTATION

Silver Production for 1925 Nicely Over Two Million Mark

The dominating position being assumed in Canadian mining by the Mining Corporation of Canada — brought out in the review of the company's affairs in The Financial Post recently—is further shown by the annual report which has recently been received by the shareholders. An increase of approximately 50 per cent. in silver production for 1925 with a total of 2,032,105 ounces, or nicely above the estimated figure of 2,000,000 ounces, is shown; this compares with 1,373,158 ounces in the previous year. The greater part of the increase was from the South Lorrain Mines which produced 1.134.-097 ounces compared with 531,878 ounces in 1924; production of the Cobalt properties was up from 851,280 ounces to 898,008 ounces. Following is a statistical summary of the company's production history:

Story of Silver Production

	Cobalt Lake ozs. prod.	Townsite ozs. prod.	City of Cobalt ozs. prod.	Buffalo ozs. prod.
1905	....	....	......	82,068
1906	....	....	......	210,598
1907	....	60,963	65,950	466,969
1908	74,934	108,827	503,772	903,126
1909	46,732	....	432,959	1,272,649
1910	239,728	195,597	305,216	1,629,327
1911	626,044	834,949	214,876	1,644,245
1912	1,123,146	1,505,396	207,951	1,890,150
1913	980,858	2,314,602	100,158	1,762,199
		Mining Corporation		Buffalo
1914	1,247,677	2,776,589		912,350
1915	1,566,206	3,115,638		957,831
1916	994,608	....		267,468
1917	....	4,546,065		645,915
1918	....	1,994,061		870,247
1919	....	1,088,064		577,811
1920	....	1,815,594		
1921	....	911,899		
1922	....	1,184,652		
1923	....	2,190,550		
1924	....	1,373,158		
1925	....	2,032,015		
Total ozs. produced		40,472,113		

The mines account shows production of silver at $1,416,981 and cobalt at $103,579, and aggregate of $1,520,561. Mining costs amounted to $595,256, milling and reduction costs, $194,717; freight, smelting, etc., $86,978; administration and general, $55,173.

The consolidated profit and loss account shows profit at the mines of $700,573, as compared with $247,467 for the previous year, and net profits, after sundry charges, as administration expenses, examination of prospects, etc., and including interest on investments, of $24,951, and dividend from Lorrain Trout Lake Mines to a total of $74,951, leaves net profit at $602,167, against $67,428. The following appropriations are made: Writing down of shares and plant, $92,406; dividends, $415,013; leaving balance carried to balance sheet of $94,748.

The balance sheet shows assets of $8,710,220, as compared with $8,399,-984. Cash on hand amounts to $529,-240; government and municipal bonds, $411,514, and sundry debtors, $294,236. Sundry creditors are shown at $87,793, and dividends provided for $207,506.

Referring to the company's policy in endeavoring to place a valuation on the corporation's holdings consistent with financial safety, President J. P. Watson says:

"Mining rights, including Lorrain-Trout Lake holdings, are carried at approximately the same figure as a year ago. The Flin Flon and optioned properties, including Cryderman and other properties owned by the corporation, are carried at cost. The very satisfactory discoveries and developments at our Cobalt mines enables us to resume our practice of estimating reserves at these mines as in Cobalt; the ore reserves can be calculated with reasonable exactness. No attempt has been made to estimate the ore reserves in the South Lorrain mines. Every effort consistent with financial safety is being made to determine the value of the corporation's large holdings, both in South Lorrain and also at the Cryderman gold properties.

Lorrain Trout Lake

The balance sheet for Lorrain Trout Lake shows total assets of $1,-525,755, including cash $60,379, ore in transit and on hand $34,606. Government and municipal bonds $3,203, mining rights $1,349,993.

The mines account shows production of $307,021. Mining costs amounted to $220,855, leaving a profit of $86,166 on mining operations. With the addition of interest amounting to $4,193 the year's revenue is brought to $90,359. Administration expenses, etc., were $23,089, leaving a balance of $67,270. The balance brought forward from 1924 was $54,988. Two dividends were paid during the year amounting to $150,000.

The total of silver production was 436,302 ounces as compared with 263,-912 ounces for the previous year.

Where Surplus Went

A reader of The Financial Post points out that whereas in the 1924 report of the Mining Corporation there is a surplus of $3,-046,292, there is no such surplus brought forward into the statement for 1925.

Explanation for this is found in the 1924 report in which the directors explain that this amount has been written off against "Mining Rights" which were carried at $7,-553,123 in the 1923 report and were reduced to $5,346,890 in the statement of assets for 1924.

This adjustment is one largely of book-keeping, strengthening the company's statement and in no way affecting the company's cash position.

MINING IN B.C. IS ON CLEAN BASIS

Regulations Win Admiration of Leading United States Mining Journal

VANCOUVER.—"The mining industry of British Columbia is in better position than at any previous time in its history due in large measure to the fact that initiative of the individual is encouraged and every possible governmental aid extended to those who endeavor to increase the output of the province," says Southwest Mining Science. "There the small operator and the prospector are classed among the most valuable citizens, so long as they conduct their efforts honestly. When they do not, the criminal laws are set in motion, without delay and without respecting persons, and prosecution is prompt and entirely to the point. As a result, the industry is conducted upon a cleaner basis than in any state on this side of the international line, where foolish, unjust, destructive and sumptuary laws have abrogated constitutional rights and paralyzed the spirit that must be encouraged if the mining industry is to prosper.

"Last year, Canada—and that means British Columbia—produced ten per cent. of all the world's lead and seven per cent. of its zinc from the great plant of Consolidated Mining & Smelting Co. at Trail. By far the greater part of that output was derived from the Sullivan mine in East Kootenay, owned outright by the smelting company. There is unanimity of opinion that this is the greatest property of its kind in the world and it is very certain that for many years to come—surely many decades—it will continue to keep the province in the front rank of producers of those metals."

Wright-Hargreaves Is Getting Rush Ore at 1,500

Ore of excellent grade is reported on the 1,250-foot level of the Wright-Hargreaves Mine. Recent developments on this level have been highly encouraging, says a special to the Toronto Globe. The results that have attended deep developments on the neighboring property, and especially on the Teck-Hughes, seem to be in a fair way to duplication at the Wright-Hargreaves. In addition to the north and south veins showing better values across good widths, some new veins have been encountered by a cross-cut between the north and south veins, at the 1,250-foot level. The mill continues to handle approximately 430 tons of ore daily, and daily income holds around $6,000. The importance of the veins discovered in the cross-cut has yet to be determined. The vein discovered 275 feet south of the north vein does not disclose commercial values at the point where it was intersected. There has been no opportunity yet of drilling on this vein to ascertain whether it will produce good mill rock at this horizon. The fact that it does not extend to the upper levels is significant, in that the mine seems likely to become a larger producer as operations extend to greater depth.

Ferguson Makes Statement Regarding Line to Rouyn

Answering a question in the Ontario legislature Premier Ferguson said that the total expenditure for labor and materials in connection with the proposed extension of the Nipissing Central Railway to the Rouyn district in Quebec including the expenditure of that part of the line in Ontario amounted to $517,856. This provides twelve miles of railway in the Province of Ontario now in operation passing through a mining country practically all staked out. In this area important developments are anticipated during the coming season towards which the existence of the railway will largely contribute, according to the Prime Minister.

LAKESIDE-LORRAIN

At the annual meeting of Lakeside-Lorrain Mines, Ltd., the financial and physical conditions of the company were placed before the meeting by J. Montgomery, secretary, in the absence of directors. Ways and means of meeting current liabilities, which amount to approximately $10,000, were discussed, but this question and the election of a new board of directors was deferred until another meeting, which will be held in two weeks.

Five Years' Profit and Loss Record

	1921	1922	1923	1924	1925
Mining profit	$ 77,643	$ 101,958	$ 35,411	$ 247,468	$700,573
Other income	61,660	35,191	119,210	26,478	74,951
Total	$ 139,303	$ 137,149	$ 154,621	$ 273,946	$775,524
Less—					
Administration cost					
Directors' fees	23,239	21,787	25,357	69,024	72,515
Taxes	14,972	14,395	14,400	.....	.....
Loss, C. Ind. Min.	74,071	15,620	8,169	58,613	37,327
Legal and audits	232,939	.....	.....	.....	.....
London office expenses	4,470	3,720	1,055	.....	.....
War bond loss	26,083	19,677	21,300	.....	.....
Property option losses	43,415	.....	.....	.....	.....
Traveling	231,023	3,398	13,896	67,689	56,012
Prospect examination	1,170	1,801	2,745	.....	.....
Donations	7,750	14,784	19,891	9,863	5,940
	2,804	.....	1,151	1,328	1,562
Total	$ 661,738	$ 95,184	$ 107,966	$ 206,518	$173,356
Add to surplus	$ 522,484	$ 41,965	$ 46,686	$ 67,428	$602,168
Balance forward	3,268,628	2,746,194	2,788,159	2,834,845	.....
Available for div.	$2,746,194	$2,788,159	$2,834,845	$3,046,292	$602,168
Dividends	.....	.....	.....	.....	415,012
Written off	.....	.....	.....	.....	92,407
Surplus	$2,746,194	$2,788,159	$2,834,845	*$3,046,292	$ 94,748

* Surplus used to write down value of mining rights.

GOLD RUSH IS ON TO SLAVE RIVER

Drilling Preparations Cause New Interest in Discoveries in Far North-West

EDMONTON.—A staff correspondent for the Edmonton Journal who has made a special trip to the scene of the reported gold and platinum find on the Slave River, near Fort Smith, sends the following wireless despatch from Fort Smith, N. W. T.:

"With the arrival of the Victoria syndicate on its group of claims on the Slave River, and the commencement of drilling preparations, the work of proving up the silver and gold ground staked last fall by Dunn has commenced.

"The company has erected buildings and the camp facing the Caribou Island, on the east bank of the Slave River, presents a busy appearance. A second group of claims staked by the Dunn interests, situated about two miles east of Fort Fitzgerald, is a later development.

"This second staking has caused local people to take active interest, with the consequence that the river front is now staked for many miles.

"Many rumors as to the future developments are floating around, among them being statements that the second group of claims are to be prospected by the British Columbia Smelter Ltd. Another rumor is to the effect that the steamer Athabasca has been chartered on its first trip to carry 150 tons of supplies and machinery into the workings. No samples of ore are to be obtained.

"The company officials, on being interviewed, scout the idea of a platinum find, and generally have nothing to add to previous statements that it is only a prospect. The lead occurs between a limestone and granite contact, and is being strapped crosswise by the company, and is stated to be 300 feet wide."

"Smelters" Earnings Have No Parallel

Predicting still better things for the future of Smelters, MacDougall and MacDougall say:

"In a period of only three years, the net earnings amounted to $15,740,703, representing earnings available on the average capital stock outstanding from year to year of a total of 131.67 per cent. Out of this there was deducted an even 32 per cent. as actual dividend payments, leaving practically 100 per cent.—the whole capital stock—put back into the company's treasury as an additional equity behind the common stock.

"This great earning power, we are convinced, has no parallel in the case of any other corporation whose securities are listed on the Canadian exchanges, nor of any private corporation of which any public record is available.

"Taking the whole situation into account, it is fair to conclude that the reputation of 'Smelters,' either as a great industrial enterprise or as the medium for capital stock holdings, will not rest upon past achievements alone. The 1925 report abounds in references to greater possibilities that lie before it. The Sullivan mill, the outlet for the greatest lead mine in the world, is being enlarged from 3,000 tons to a daily capacity of 4,000 tons. Throughout the whole of the past year, indeed, extensions were being made to plant, a condition that affected adversely the company's earning power, and may be expected to increase it greatly during the current year."

MAY BUILD LINE TO FLIN FLON

WINNIPEG.—Application for the construction of a railway line, branching from the Hudson Bay Railway into the heart of the Flin Flon mining area, was filed with the clerk of the provincial legislature to-day. The Mining Corporation of Canada is behind the venture.

The estimated cost of the proposed line, according to papers filed, is $3,500,-000. The applicants undertake to commence construction work within 14 months from the date the charter rights are granted. It is proposed to complete the line in three years.

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Better Tone Now in Mining Market

Changes in the mining stocks during the week were generally to higher levels and the showing was impressive after the recent slump. However, with the holidays intervening, the scale of operations was comparatively small. The Canadian mining market, like the Canadian stock markets, has been affected both sentimentally and because of American financial interest by the trend of events in New York. Now that there are definite indications that a more healthy situation has been restored in the financial foundations of the New York market it is anticipated that there will be evidence of a resumption of constructive buying of the Canadian mining stocks, although it may be the effect of the recent selling will be to discourage speculative interest on the part of the public until the autumn.

In addition to the impressive performances given by Dome and Noranda, and by Consolidated Smelters, International Nickel, Mining Corporation, and by McIntyre and some others, the advances were shared by Amulet, Beaver, Capitol, Castle, Keeley, Kirkland Lake, La Rose, Montreal Rouyn, Premier, Teck-Hughes, Tough-Oakes and Bourlamaque. Recessions were noted in Area, Argonaut, Barry-Hollinger, Don Rouyn, Crown Reserve, McKinley and Nipissing.

Watson is Optimistic As to Future of Flin Flon

WINNIPEG.—Development of a town of considerable proportions in the Flin Flon district, introduction of new blood and new capital into Manitoba and a new era of prosperity for Winnipeg, based on more substantial foundations than any it has yet known, were forecast by J. P. Watson, president of the Mining Corporation of Canada, who with G. M. Clark, vice-president, is registered at the Fort Garry Hotel.

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Looked for Low Price for Noranda May Never Come

Noranda has experienced a return to popularity. This was definitely expected by those who appreciate the value of the company's ore body, but it has come sooner than might have been anticipated in view of the disappointment of the speculative element as to what was regarded as conservative handling of the capitalization by those in control. In brief it would seem that the idea that shares could be picked up cheaply by waiting has been widely spread and that some of those who have tested the market have found more resistance than they expected.

ALBERTA'S MINERAL PRODUCTION

Total value of Alberta's mineral production in 1925 was $25,005,718, compared with $22,344,990 in 1924, according to the preliminary report of the Dominion Bureau of Statistics. The principal items of production during the year were as follows:

	Quantity	Value
Coal	5,867,213 tons	$19,810,988
Gas	8,998,931 M. cu. ft.	2,700,000
Oil	169,432 barrels	758,837
Salt	833 tons	
Cement	395,857 barrels	913,529
Clay		629,598
Lime		39,852
Stone		30,868
Tar Sands	1,148 tons	4,592

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News of the Mines

NORTHERN ONTARIO POWER TO BE SOLD

Nesbitt, Thomson and Co. Again Figure in New Power Transaction

MONTREAL.—The Northern Ontario Light and Power Company, the pioneer power company in the northern mining fields, is to be acquired by the Nesbitt, Thomson and Company and associated power interests. The latter have made an offer of $75 a share to the stockholders; the offer has proved acceptable to the directors of the Northern Ontario Light and Power who have agreed to sell their own holdings.

The company may operate in the future under the aegis of the Canada Northern Power Corporation, but as yet, no decision as to the ultimate disposition of the property has been reached.

The Northern Ontario Light & Power Company was controlled by the Bonbright and Blackwell interests, of New York, and by the present deal the control of the company is brought from the United States to Canada. In Toronto banking and mining circles it is believed the purpose will prove particularly advantageous to the whole mining country, as the Nesbitt, Thomson interests since entering the field have been very active in supplying power to every possible section of the newer, as well as the older, camps.

The directors of Northern Ontario Light & Power Company, in recommending the deal to their shareholders, say:

"Nesbitt, Thomson & Company, Limited, of Montreal, have submitted to the directors of the Northern Ontario Light & Power Company, Limited, an offer to purchase the common stock of that company at $75 per share, certificates for the shares of common stock of those accepting the offer to be deposited on or before May 15, 1926, in either the Bankers' Trust Company, New York City, or Montreal Trust Company, Toronto; or Montreal Trust Company, Montreal, Canada, subject to the stipulation that in case less than 60 per cent. of the outstanding common stock be so deposited on or before May 15, 1926 (including in the number of deposited shares any shares of the common stock above 6,000 shares which they may have otherwise acquired) they shall not be bound to purchase, but may at their option purchase, all deposited shares.

"All your directors believe that the price offered is a fair price for the common stock of the company, and have agreed to deposit the common shares owned by them respectively."

NEW MINING BROKERAGE HOUSE

Announcement is made of the formation of the firm of William L. Christie & Co., Toronto, members of the standard Stock and Mining Exchange. Mr. Christie has been associated with a prominent brokerage house since severing his connections as vice-president of the well known firm of Christie, Brown & Co., Ltd.

MINING STOCK QUOTATIONS

Week Ending April 6

	High for week	Low for week	Close Apr. 6	Close Mar. 29	Sales for week
Amulet	1.25	1.11	1.20	1.12	26525
Apex	3¾	3½	3½	3½	6500
Area	29	27	27	30	5000
Argo. Cons.	30	28½	28¾	29½	28450
Atlas	3½	2¾	3	3½	13000
Baldwin	2½	2¼	2¼	2½	25500
Barry Holl.	40	38	39¼	40½	39200
Beaver	71	66½	71	68	43600
Don Rouyn	40	35	35	38	4300
Chaput H.	16	15	15	15¾	8100
Buckingham	3½	3	3	3½	2500
Can. Lorrain	80	78	78	78	8300
Capitol	42½	41	42½	41	41700
Castle Tre.	1.62	1.54	1.62	1.55	23637
Clifton	2¾	2½	2½	2¾	13000
Coniagas	4.05	4.00	4.05	4.00	266
Coniarum	3.50	3.50	3.50	3.50	20
Col. Kirk.	5⅞	5	5	6	31000
Cons. Smelt.	210¾	198½	210¾	200½	17736
Cons. W. D.	19½	18	19	18¼	69100
Crown Res.	17¾	16¼	16¼	17½	25100
Davidson C.	2¾	2¾	2¾	2¾	1000
Dome Mines	16.60	14.80	16.30	15.40	8375
Everett	9½	9	9½	9⅛	26000
Gold Hill	27	25	27	30	4750
Goldale	30	29	30	30	19550
Gold Reef	3	2¾	2¾	3	8000
Hollinger	18.25	17.85	18.00	18.30	2375
Kirk.-Hunton	29½	28½	29	29	17950
Indian	14½	11	11	11	95100
Laval, Que.	29	28	29	29½	8100
Int. Nickel, c.	36¼	33	36⅛	33½	5646
Keeley	1.64	1.54	1.63	1.54	21500
Keora	12	10¾	11¼	11	42200
Kirk. Lake	1.00	.97	.99	.96½	44490
Lakeside	2½	2¼	2¼	2½	10000
Lake Shore	10.40	9.92	10.35	10.15	4705
La Rose	16	16	16	15	5000
Lorrain	7	6¼	6¼	7	13900
McKinley	18½	17½	17½	18½	11200
McIntyre	24.25	23.50	24.20	23.60	7035
Millcrest	18	16	17½	17	16600
Mining Corp.	3.60	3.46	3.60	3.55	11175
Mont. Rouyn	34½	34½	34½	30	500
Newray	36¼	35¼	35¼	35	7500
Nipissing	6.40	6.10	6.20	6.35	1420
Night Hawk	6¾	6¾	6¾	6½	1000
Noranda	14.25	12.61	13.75	12.65	21700
Noranda Rts.	40	26½	35	25	66225
Pet. Lake	2½	2½	2½	2½	2000
Porc. Crown	7	6	6½	6½	3600
Premier Gold	2.20	2.15	2.20	2.13	7700
Preston	7¼	6¼	7	7	16550
Teck-Hughes	3.20	2.91	3.18	2.94	50952
Thomp.-Krist.	3½	2¾	3	2	14000
Timiskaming	13	13	13	12	500
Tough Oakes	48	45½	48	45½	32550
Vic. Silver	8	5¾	7½	7	26500
Vipond Cons.	1.63	1.54	1.60	1.58	32400
West Tree	2¾	2¾	2¾	3	1000
Wettlaufer	4½	4½	4½	4½	2000
Wright Har.	8.00	7.90	7.90	8.00	3475
Vickers	45	40	45	45	2200
Boulamaque	9.50	9.30	9.50	9.30	9905
Rouyn	5	4¼	4¼	4¾	2600
Rouyn, Que.	4	2½	3½	2½	5100

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A STRONG DEMAND FOR NICKEL STOCK

Evidence That Canadian Investors Have Taken Advantage of Break in New York

International Nickel has, during recent trading, been showing strength in a very decisive way. There is evidence of accumulation on the part of Toronto investors who have been taking advantage of the recent slump in New York to pick up shares at favorable prices. The latest advices on Nickel are highly optimistic. The developments on the Frood mine, which was secured along with other British-American Nickel assets, were much beyond expectations. It is stated on the best of authority that the ore reserves proved and indicated at the Frood will take care of production requirements at the present rate for more than 80 years. Furthermore, it is learned that the grade of the ore is most satisfactory, and is comparable with Creighton ore. If this news can be accepted as semi-official it removes the necessity of perfecting a process for the treatment of No. 3 mine ore, which is lower in nickel and copper and higher in the precious metals than is the case at the Creighton.

This development simplifies the situation so far as the source of raw material is concerned for practically an indefinite period. Some extensive additions to plant are being made which will involve an expenditure of close to $10,000,000. This is not a particularly bullish argument for the immediate future of the stock. It shows, however, that the company is providing for the future in all confidence that the nickel business will continue to expand along the lines made possible by intensive research work, which has opened up numerous new commercial uses for nickel and monel metal.

It is being pointed out that the company has a surplus of over 36 per cent. on its common stock, and in addition, depreciation and depletion reserves of over 30-per cent, combined being over 66 per cent. It has net current assets of over $15,000,000, and its position is indeed a liquid one, as it has government bonds, call loans and cash of over $6,000,000.

The earnings for the nine months in question were at the rate of 12 1-5 per cent. on the common stock issued, more than a 50 per cent. surplus over the present dividend rate of 8 per cent. per annum.

Mining Inquiries

Barry-Hollinger

T. M., Toronto.—What is your opinion of Barry-Hillinger bought at 28 to 47?

Barry-Hollinger is a speculation in a new field. Results on the upper levels were not quite satisfactory because of the narrowness of the ore body and they are sinking the shaft to one thousand feet. If at this level they get a wider ore body then the operation should improve considerably.

Four Mining Issues

B. P., Ottawa.—Will you kindly give me your opinion on Keeley. Castle, West Dome and Teck-Hughes Mines.

Keeley, Castle and Teck-Hughes are all in a sound position. Keeley and Teck-Hughes are on a dividend basis. Both mines are doing well. Castle is just increasing the size of its mill and it may be that six months will see it on a dividend basis. West Dome is a gamble. If it works out the holder of the shares will stand to make a handsome profit; if not he will lose.

Gold Hill

F. J., Brampton.—I am considering the purchase of some Gold Hill mining stock which I think is unlisted, and I would be very much obliged if you would let me have any information regarding it.

While we regard the Gold Hill mining proposition as a fair speculation, the proposition is in the hands of very good people, and they have the money for a real testing out of the property. The actual operations of the proposition are in the hands of a very competent engineer and the results he has achieved to date have been encouraging enough to indicate the possibilities of their opening out a very fine little mine.

Canadian Solved Sullivan Problems and Made Millions for "Smelters"

VANCOUVER.—A million dollars a week! That is the value of the mineral wealth of British Columbia, according to figures prepared by Hon. Randolph Bruce, lieutenant-governor. Fifty-four million dollars every year is distributed in wages and supplies and in other ways, mostly in British Columbia itself, by the mines of this province. This represents 90 per cent. of the returns, the other 10 per cent. comprising the dividends earned and distributed by this industry.

After tracing the history of the industry his honor said:

"Mining in the province has never been on such a sound, substantial basis. There are three reasons for this. First, we now have trained engineers, geologists and operators, the day of the old prospector has gone forever. Second, we have proper machinery, facilitating the handing of the ore, and good roads and trails. Third, the value of some metals has doubled."

In tracing the history of lode mining in the Kootenays, he made extensive reference to the very successful operations of the Consolidated Co. during the last few years.

The Sullivan mine in East Kootenay had been almost given up as a bad job by American capitalists, and it remained for clever young Canadian engineers, trained at McGill, to solve the problems of separating the zinc ore from the lead and silver, and to transform the property into a great money-maker until today it is leading lead-producing property in the world. This was a great tribute to Canadian resource and courage, and he hoped that the Consolidated would long remain in the hands of Canadian owners.

Asbestos Corporation of Canada, Limited

NOTICE

Notice is hereby given that the date for exchanging the securities of Asbestos Corporation of Canada, Limited (Old Company), for securities of Asbestos Corporation, Limited (New Company), as provided in this Company's circular letter to its Shareholders, dated February 3rd, 1926, has been extended from April 1st, 1926, to May 1st, 1926, and the Transfer Books of Asbestos Corporation of Canada, Limited, will remain open until the latter date.

Asbestos Corporation of Canada, Limited

J. T. McCALLUM, Secretary-Treasurer

An Attractive Speculation

This is the basis on which we are offering, for a limited time, shares of DUNLOP RED LAKE SYNDICATE, Limited.

This is a legitimate, capably managed, well-financed, limited liability company, owning a large acreage of carefully chosen, well-located and geographically favorable mining ground in Red Lake gold area.

Dunlop Red Lake Syndicate, Limited, will appeal to any one desirous of participating in the big developments impending in this new gold field.

A request will bring full information without charge or obligation.

HOMER L. GIBSON & CO.
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NORANDA AMULET
DON ROUYN LAVAL-QUEBEC

Bought—Sold—Quoted

Latest information on request.

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HARVIE, SMITH & COMPANY LIMITED

Mining Properties

DR. ROBERT HARVIE,
late of the
Geological Survey of Canada

FROM the many inquiries received by us, we are beginning to realize that investment opinion regarding mining is undergoing a change.

More and more are thoughtful investors beginning to see that Canada's great mining industry is forging ahead to major importance as a wealth producer—to the brilliant profit of those who wisely invest.

Yet, the prudent investor still asks: "How may I win a share of this mining wealth—with reasonable safety?"

We have opportunities from time to time for those discerning people who want to invest—to their greater profit—at the very beginning of well-advised mining operations.

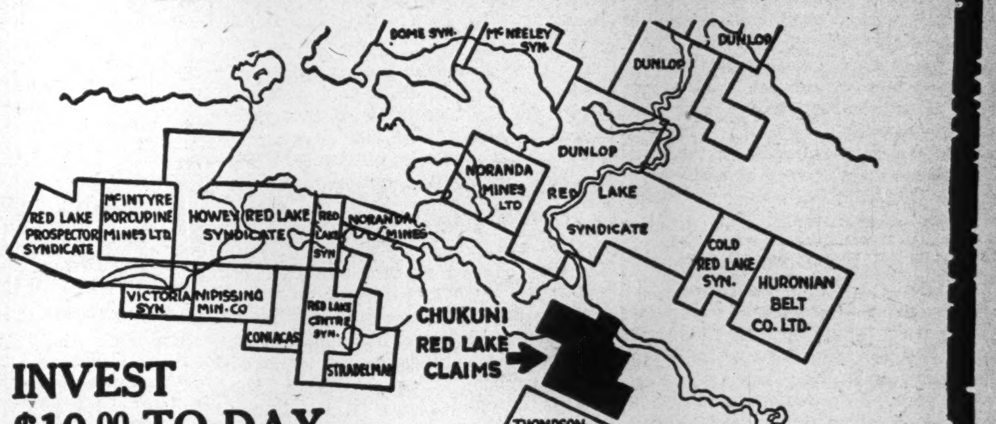
We welcome your inquiries—and believe you will find it to your advantage to inquire now.

Canada Cement Building
MONTREAL
Quebec

CHUKUNI RED LAKE MINING ASSOCIATION

"RED LAKE ANOTHER PORCUPINE"

SAYS DOUGLAS WRIGHT OF DOME MINES



INVEST $10.00 TO-DAY

IN A FEW MONTHS IT MAY BE WORTH HUNDREDS

Douglas Wright, chief geologist for the Dome Mines, which has an option on the Howey Red Lake property, states that Red Lake district will be a gold camp of very great importance.

Chukuni Red Lake Mining Association properties lie just east of the famous Howey claims and are thought to be on the same "break".

TO-DAY'S PRICE $10.00 EACH UNIT

(Limited to 5500 Units)

PRICE MAY BE ADVANCED AT ANY TIME

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The present offering of Chukuni units is to secure working capital for property development. This is your opportunity to "get in on the ground floor" and reap the big harvest.

Units allotted in the order received. Don't Delay!—Send your order today.

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Engineer in charge of development work.

JAS. R. ROAF
Solicitor for the Association

Bankers
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Enclosed please find $..................for which reserve me..................units of Chukuni Red Lake Mining Association, and send full particulars.

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Address..................

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THE FINANCIAL POST HAS THE LARGEST PAID CIRCULATION OF ANY CANADIAN FINANCIAL PAPER.

TORONTO, APRIL 9, 1926

The Financial Post's Platform for Canada

Promote national unity.
Reduce taxation; curtail public waste.
Conserve Canadian resources for Canadians.
Develop production and manufacturing to the highest point in Canada.
Settle our vacant lands.
Encourage individual initiative.
Induce and protect investment of capital in Canada.

MALCOLM UNOPPOSED

JAMES MALCOLM, M.P., successful Ontario furniture manufacturer, is mentioned as the new Minister of Trade and Commerce. The appointment will undoubtedly receive the endorsation of manufacturers, exporters and those engaged in Canadian business generally. Mr. Malcolm has made a success of his own business enterprises by the demonstration of organizing ability, straightforwardness and honesty of purpose and clearness of thinking, that will be assets to the trade department and to the Dominion cabinet.

The Conservative party will be faced with the problem of deciding whether or not it should oppose Mr. Malcolm's re-election in the bye-election that our antiquated political system makes necessary. The Conservative leaders would be making no mistake if they recognized Mr. Malcolm's appointment as advantageous to Canada, at this period of expanding business, and were to allow his election by acclamation.

Such an action would also serve to endorse the system to which Canada is inevitably heading, of allowing appointees to cabinet posts to forego a tedious, expensive and unnecessary second election. Ontario has taken a forward step in passing legislation to make this unnecessary, and the Dominion will have to come around to it eventually.

OUR FUTURE MARKET

WHILE farm land acreage increased faster than the population up to 1860, in the United States, the acreage of farm land per inhabitant since then has decreased 30 per cent. Improved acreage continued to increase faster than population up to 1880, but per capita acreage of improved farm land has decreased by about 16 per cent. since then. The acreage of harvested crops increased faster than the population up to 1900, but crop acreage since 1900 has decreased about 8 per cent. per capita of population. In addition, the yield per acre of principal crops, which had increased rapidly until about 1900, has declined by about 4 per cent. since. Thus, farm production in proportion to urban population has been decreasing since 1880, and has declined by 20 per cent.

These figures bearing on the development and position of the agricultural industry in the United States have their interest for Canada. There are those who have studied the situation closely who have come to the conclusion that farming in this country will enter upon an era of great prosperity when the United States becomes an importer of our wheat and other agricultural products.

The era of greatest agricultural development in the United States came with the cheapening of ocean transportation and the realization on the part of the relatively rich industrial nations of Europe that they could buy American wheat and other farm products to better advantage than they could produce them with their high land values. Now those who look for this brighter day for Canadian agriculture see a repetition of history to the extent that high prices for farm lands, increasing population and high industrial wages in the United States will make it better business to import foodstuffs from Canada than to attempt to supply an increasing population with home products.

FAKE CHARITIES

MORE than $100,000,000 is "swindled" annually throughout the United States by bogus charity promoters, in the opinion of the public welfare commissioner, Bird S. Coler.

Charity drives, organized by professional promoters and high-pressure salesmen, both a backwash of the war, are launched for anything that promises big financial returns, with from 40 to 90 per cent. of the receipts going into the pockets of the promoters, according to Mr. Coler. In many cases, these drives last months, and even years, and after closing quietly, the promised report of the disposition of the funds is never made.

In Canada we have had the same evil, although perhaps not on the same scale. The result is that many deserving appeals for the support of the public now suffer because of the growing resentment to the wholesale exploitation by professional organizers.

INFERIORITY COMPLEX

CANADA is handicapped through a lack of self appreciation, or rather the lack of a proper appreciation, of the capabilities of its own sons.

"A prophet is not without honor—save in his own country" is more applicable to the Dominion than to most countries. Beatty, Flavelle and Holt—to quote instances—are not individually appreciated by the country as a whole.

One way for the butcher, the baker and the Canadian candlestick maker to acquire a reputation in Canada is to move to the United States—as the world renowned engineering firm of Coverdale and Colpitts, both Canadians, bears witness. It is undoubtedly true that both Canadian business men and professional men are more appreciated in the country to the south, than in the Dominion itself.

The Canadian business man can best help this country by buying in the best and in the cheapest market—but Canadian men and Canadian goods should at least have the benefit of a trial—a test which is too infrequently given either.

"NO WORK, NO RELIEF"

VANCOUVER is through supporting the army of workless drifters who would pass the winter in the balmy climate of the coast city at the latter's hospitality. This decision was reached last fall, when it became apparent that the dole requirements would be larger than ever. The new policy of "no work, no relief" adopted at that time, has proven very successful in its first year of operation. The gentlemen of leisure are forced to seek other means of livelihood.

As is the case with many of the larger centres, there was always a tendency for the unemployed to segregate in Vancouver. Some of them really wanted work. Many preferred doles. The proposal to pay only for work came up in 1924, but was rejected. At the beginning of last year it was apparent that the city would have to pay something like $100,000 in doles during the winter, and it was apparent also that the existence of the dole system actually increased the number of unemployed. The city council at last adopted the motion to introduce a scale of $1 a day for single men and $2 for married men, and the army soon began to demobilize. Placards were placed in the prairie cities outlining the new policy and the trek coastward has almost ceased.

There is sufficient work available to take care of the city's own unemployed, and those who are actually indigent are, of course, taken care of, but the city has found that its abandonment of a policy which actually increased unemployment was well advised.

EDITORIAL NOTES

STUDENTS of the stock market are again discovering that the trading public is not made up of bulls and bears—only bulls or bears.

* * *

EIGHT hundred and forty thousand words of evidence have been taken to date in the Hearst trial at Winnipeg; the trial, the Free Press thinks, being principally for the officials who have to listen.

* * *

WHEN Canada had the reputation of being a young man's country there was no talk about old age pensions. Which is another way of saying that a prosperous people will provide for their own old age.

* * *

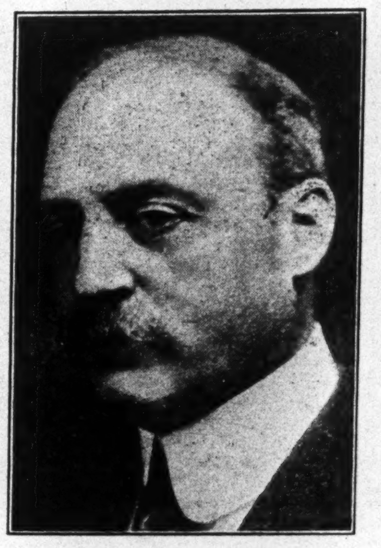
ON HANDLING grain west of Fort William, the Canadian National Railways lost $12,000,000 in 1923 and 1924, according to evidence given before the Board of Railway Commissioners by F. J. Watson, of the C. N. R. This statement would seem to have significant interest in view of the attitude of the railways in regard to transporting Alberta coal to Ontario at a rate which entails a loss.

He Tried to Retire in 1914 But is Still Hard at Work

Sigmund Samuel, First Canadian to Grasp Business Opportunity of the War, is Man of Wide Interests—Divides His Time Between Old World and New

By FLOYD S. CHALMERS

THE question of, if, as, and when a business man should retire is not answerable by any single set of numerals. Out from Toronto a few miles is a charming estate, which is the seat of retirement of a still young financial man, who sold out his business before the first patch of grey appeared around his temples. He had his successful fling at the adventure of business and then dropped out to sit with the gallery. Across the road from his former office, there died in action not long ago, a silver-haired Jolyon Forsyte type of octogenarian magnate, who would not quit working until he punched the last great time clock.



SIGMUND SAMUEL.

The answer is not, as in a school arithmetic, in the back of the book. A man retires when he can or when he wants to or when his wife makes him retire. To set 50, or 60, or 70 as the limit or to suggest Oslerization, is to comment foolishly as do most people who speak arbitrarily.

In 1914, Decided to Retire

To Sigmund Samuel, the early forties brought the urge to retire; it seemed as good a time as any to begin to take life easy; to stop signing cheques and to collect Greek pottery; to become that product of modern commercial science, a retired business man. In 1914, then, he decided to retire from active business life, sell his home in Toronto, and go to live in London, the fog-kist centre of the world. And just when he had begun to effect the consummation of this plan, the god of battle dropped one of his bigger and better bombs upon a tango-beset but otherwise outwardly calm world and a goodly handful of shrapnel from that bomb blew Mr. Samuel's plans a-scatter. The percussion and repercussion settled him finally in a more comprehensive job than he had ever before undertaken. Again, he became the man of big business. And that is, in a few words, the reason why Sigmund Samuel, millionaire metal merchant, of Toronto and London; citizen of two worlds; worker in commerce and patron in art; orthodox in religion, cosmopolitan in outlook, philanthropic in action; sensitive in nature, and, withal, able in the science of trade; is to-day faced with the same problem he thought he had solved twelve years ago. The question is: "Shall I drop out of business or carry on?"

War and Mr. Samuel's Business

Mr. Samuel was a metal merchant on a large scale before the war. His work was chiefly the importation of metals of various kind into Canada. He bought and sold the raw material of steel and metal-working mills. This was the business from which he decided to retire in 1914. He had been living in Toronto, which was the headquarters of the firm—he was senior partner—but sold out most of his Toronto interests and bought a handsome London house. War broke suddenly. Mr. Samuel saw difficulties in the way of the continued successful operation, even by the trusted associates he had left in charge, of the business he had left.

He saw more than obstacles. He saw an opportunity. "Business as usual," specious catch-word of a panicky press, did not appeal to Mr. Samuel. He saw that business could not continue as usual with a cataclysmic conflict introducing unheard of problems into affairs. But "business unusual": trade and commerce along new highways; markets turned to sources of supply; imports where there were exports and exports where there had always been a buyer's market—these loomed up.

Formed World-Wide Organization

His firm had, for years, bought metals in England and shipped them to Canada and the United States. He foresaw that this source of supply would be stopped; indeed, that a metal shortage was impending in England. Mr. Samuel took off his figurative coat, rolled up his metaphorical sleeves and started to work. He formed an organization to buy metals in the world markets. It was the first Canadian organization to get into world trade as a result of the war.

Copper from Montana; zinc from British Columbia and the Far East; steel from Pittsburgh; tin from Straits Settlements and Bolivia; all were brought together and laid down in vast tonnages at the receiving rooms of squat, glass-roofed munition factories that began to appear, miraculously, on football grounds and village commons and centuries-vacant holdings in Merrie England. Boats zig-zagged over sub-racked seas to pick up cargoes of the newer precious metals. Loin-clothed darkies beneath the starry cross and silk-shirted members of the dollar-an-hour aristocracy marvelled at the new bulge in their pay envelopes, as steel and copper by the ton were flung across the sea of mud and blood, and the cry went up for men and metal. Sigmund Samuel, the man who had retired, immersed himself in a sea of clearance papers and exchange quotations to bring the metal to England. Millions of dollars a year were paid out and the business of Samuel and his partner, Benjamin, was enormous.

When the War Ended

The war ended and suddenly, the character of the business changed; changed once more as quickly and disturbingly as four years before. The new problems were as big, as difficult, as pressing as those of 1914. Liquidation of the war-time work demanded, insistently, time, study and effort. A little tired, but still enthusiastic, our retired business man found himself unable yet to break the chain that tied him to a desk. Six months in London; six months in Toronto; Mr. Samuel's life became a tale of two cities as he worked, along with other business men, to translate war's work into terms of peace. Only now is he getting back to where he was in 1914, able to leave behind the work that came on him so suddenly and that gave him such a thrill in the execution of it. Wealthier, perhaps; older he is; glad, too, that he was not allowed to retire.

Maybe, then, any man who cannot make up his mind whether or not he should retire, could learn something from a talk with Mr. Samuel. He retired at an age most men consider their prime; he came back to work harder than ever before.

Sigmund Samuel, who is often referred to as Canada's most cultured Jew, and who is certainly one of her wealthiest, was born into the metal business. His father, who is remembered by many of Toronto's oldest citizens as an enterprising and faithful trader, shipped to New York as an immigrant from England in 1842. He landed in that city with half a crown in his pocket, the coin that was the seed of the Samuel fortunes. He went to Montreal and engaged in the fur business, coming in time to Toronto at the earnest solicitation of some friends, who assured him that the young and growing capital of Upper Canada was the city of promise for any young man of ambition. He went into hardware and metals and opened a shop on Yonge Street, where at one time his partner was George Beardmore, founder of the even more famous Beardmore fortune, and where the firm dealt at both wholesale and retail. The business was founded in 1855. It expanded and, from time to time, changed quarters as stock, orders and capital were augmented.

Started Work at Fifteen

Sigmund Samuel started work under his father's direction in 1883, when he was but fifteen years of age. He began in the office; but one or two experimental assignments were enough to prove that he was a born salesman. At 20 he made his first long trip, going out to British Columbia and scoring a complete triumph in putting the firm's goods in that market. The trip won him the trust and the proud congratulations of Samuel, senior. A few years later he made his first trip to England. It was a business trip in part and a voyage of discovery as well. It was a visit that had a marked influence on the life of Mr. Samuel. He went from the new world to the old to find another new world: a cosmopolitan, tolerant world, where art and culture and statesmanship flourished as the atmospheric background of trade and commerce. After this, his trips to England were frequent, culminating in his removal there in 1914, and his present domiciliary duality as a resident of both Toronto and London.

In 1898, Mr. Samuel became a partner in the firm and later its head. The present name is Samuel and Benjamin, Limited, with head office in Toronto, a branch office in New York, an allied organization in London, and with large real estate as well as metal trading operations.

His Interest in Art

Mr. Samuel has always been keenly interested in things cultural. Through pressure of his friend, the late Sir B. Edmund Walker, he became actively identified with the advancement of Toronto's excellent Royal Ontario Museum. He has presented it with an exquisite collection of Grecian pieces for its pottery room. The Toronto Art Gallery has benefited from his generosity. He is a trustee of the Western Hospital in Toronto. Canadian Jewish charities find in him a faithful and staunch friend.

In England, Mr. Samuel has found an interest of absorbing power. He is a close friend of Sir Alfred Mond, nickel magnate, political storm-centre, a man of great wealth and world-encircling interests, who has been a leader in the movement to develop Palestine commercially and industrially. Mr. Samuel has plunged himself into this work, seeing in it a more attainable aim than that of extreme Zionists, who would exclude all but Jews from the Holy Land and make it purely a land of intellectual afternoon.

"The Mutual Improvement Society"

There is a story about Mr. Samuel that I want to tell, because it is significant.

When he was in his early 'teens, he found himself one of a group of serious-minded youngsters, who read, studied, sang and, no doubt, played together. They formed themselves into a club and called themselves the M. I. S., cryptic letters meaning the Mutual Improvement Society. They met on occasions to suit with action the promise of their title and then as they went their different ways, to work, or to college, they ceased to meet. There were about a dozen of the boys and each and every one of them became a thorough-going success in his chosen business or profession. All have maintained and developed a vigorous interest in music, painting and the other arts. Coincidence only? No, I think the M.I.S. had much to do with it. Significant in the case of the boy Sigmund was the vision of parents, who could see the broadening influence of association with such boys at such a time. It gave him something to add to the ability he demonstrated during the war to handle millions a year without a loss.

Not Widely Known at Home

Samuel is little known or understood in Canada. His name seldom appears in print, except in connection with some philanthropic work. He has no important directorates; no political connections. Hundreds of people, who have a fair general knowledge of who's who in the country, would not recognize his name. In fact, so little is he known, that I was tempted to give this article the trite title of "Introducing Mr. Samuel." But he is one of our big men of business and certainly one of the most interesting. When the history of Canada's trading activities in the great war is told or repeated, it should not be forgotten that here is the Canadian who first saw and grasped the challenge.

CANADA FOR CANADIANS

Vancouver Tribune: Ontario has recently stopped the export of pulp-wood, thereby saving nearly $50,000,000 of value, that has hitherto been lost through the pulp-wood being exported for manufacture in the United States.

The great concern of politics in this province should be to see that the natural resources of B. C. are made to give all-the-year-round employment to residents of British Columbia. The era of shipping ores out of the province to be smelted and refined, of shipping away lumber to be sawn and milled in other countries, of shipping away unfinished pulp to be made into paper products in other countries, and of shipping away our British Columbia fish in bond to Boston and the Eastern states, must be changed. That work must be done at home.

Canadian Chocolate King Makes Conquest of the American Market

The announcement of an issue of preference stock of the Fanny Farmer Candy Shops, Inc., serves to call attention to an interesting business development carried by a Canadian into the business camps of the United States. Frank P. O'Connor organized the attack—carried it through successfully, and now, after six years, is providing for reinforcements to enlarge the operations of the Fanny Farmer chain.

Frank P. O'Connor is the man who is responsible for the Laura Secord chain of candy stores in Canada, and the modus operandi of the Fanny Farmer chain is the same as that of the Canadian group. Expansion followed definite lines that were based on economy of distribution there and here. In Canada there isn't a store east of Quebec City or west of Windsor. It is possible to serve every Laura Secord store by motor truck from the Toronto and Montreal studios. By organizing its own system of motor truck distribution, the chain not only saves on transportation costs, but has absolute control over the lapse of time between the manufacture of the candy and its sale to customers.

FRANK P. O'CONNOR.

In the United States a similarly compact grouping of the stores has been arranged around the three studios in Brooklyn, Rochester and Minneapolis. There are now 75 retail candy shops. All candy is made in the three studios mentioned, and distributed solely through the retail shops. Each studio supplies the candy requirements of the shops in its territory daily. In this way the shops carry a minimum inventory and freshness is assured. Present plans call for very substantial expansion. The shops will shortly cover a much larger portion of the United States.

It will be recalled that Frank O'Connor is a product of Peterboro, Ontario. He is one of the relatively few Canadians who have started a large business enterprise here, and extended it into the United States. He has disproved the theory held by some that business opportunities in Canada are limited and that Canadian institutions would find competition too keen in the United States where there is more capital and longer experience in most lines. He has proven that a sound idea, backed by the perseverance and ability to carry it through will lead to success, rather regardless of where it is attempted. This interesting experiment shows that the Canadian market is worth considering as well as others.

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The Vigorous Young West

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Its cities growing rapidly—its country districts in cultivation, the Pacific Coast offers a unique and profitable field for investment — particularly in city and farm properties and mortgages.

Pemberton & Son
Financial Agents
418 HOWE STREET
Vancouver, Canada

April Investments

April is one of the most important months of the whole year from the standpoint of dividend and interest distributions. It is conservatively estimated that the disbursements in April, 1926, will amount to approximately $45,000,000.

As a large portion of these funds, together with other available funds, will be seeking investment, selections should be made as early as possible.

To those having funds our April List will be of interest. This list contains a wide selection of securities including issues of the Dominion, the Provinces, a large number of cities, towns and industrial corporations, and also includes an attractive odd amount list.

Copy of April List on request.

A. E. AMES & CO.
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Investment Securities

Your Investments

Questions of general interest submitted by subscribers of The Financial Post will be answered in this column, in which case only initials will be used. Other inquiries will be answered by mail. A three-cent stamp should be enclosed to cover a direct reply.

Dodge Motors

C. C. T., Regina.—What is your feeling with regard to Dodge Motor Company stock as an investment?

With regard to the common stock of the Dodge Motor Company, it is interesting to note that the company both before and since the stock reorganization has shown new high records in number of cars sold, in gross profits, and in net income. The drop in prices of the cars has widened the market materially, and the outlook for the company should be good. You have undoubtedly followed the hammerings which the stock has received during the past two or three weeks along with other motor stocks. This, of course, is due to the market situation and has little to do with the position of the company.

British American Oil

Subscribers, Winnipeg.—Can you tell us anything of the present position of British American Oil?

While British American Oil Co. does not issue an annual report, it is in a strong position. Improvement in conditions in Western Canada where, for the first time in several years the company has been able to make a satisfactory showing following the good harvest, British American Oil was able to announce the increase in the dividend rate to 2½ per cent. per quarter. They have paid dividends continuously since 1908 and the regular rate prevailing for years was 8 per cent. per annum, payable quarterly, and the following years 1922-23-24, 2 per cent. bonus was paid, making a 10 per cent. distribution for these years. The total disbursements during 1925 including the dividend of $1 for the final quarter of the year, amounted to 10 per cent. on the shares at $25 par. The stock is now on a definite 10 per cent. basis. The president of the company intimated recently that 1925 was the most satisfactory year in the company's history.

Border Cities Co.

F. F. M., Kingston.—What are special features favoring the bonds of the Border Cities Company? What will be the effect on these bonds of the possible lowering of the tariff on automobiles?

The outstanding factor in favor of the bonds of the Border City Co. is the industrial expansion which has taken place in the Border Cities, and which promises to continue to take place for some time. The bonds cover real estate and are secured by sales already made, and in addition a first lien on balance due, as well as other properties owned by the company. All payments are collected by a trust company and are more than sufficient to pay interest and sinking fund charges. The erection of a bridge between Windsor and Detroit, will further add to the advantages of Windsor as a residential city, and should help to appreciate value of many of Border City Company properties.

While it is yet too soon to say what will be the probable effect of the removal of the duty on automobiles, it seems safe to assume that no legislation will likely be introduced which would jeopardize the position of the automobile concerns. This industry, as you know, is a sufficiently large one to place their case before Ottawa, and present it in a very strong light. Undoubtedly, the government would consider the matter very seriously and very carefully before taking action which would throw so large a number of men out of work and handicap the developments of certain sections of this country. It would be our judgment that there is no great ground for fear from this source.

Power Corporation

H. F. H., Winnipeg.—Can you give us any information on Power Corporation of Canada?

Answering your favor of March 9, the Power Corporation of Canada was recently organized as a holding company to operate, manage and act as official agents for electric power and light companies in Canada. It has acquired the controlling interest in the Ottawa and Hull Power, Canada Northern Power, Ottawa River Power, Ottawa and Montreal Power, and has also a substantial interest in East Kootenay Power, Southern Canada Power, Winnipeg Electric, Dominion Power and Transmission, Manitoba Power. This method of operating public utilities by a central board of management is not new. It has proven successful in the United States, and at least 75 per cent. of the utilities there, are now either centrally operated, or centrally owned. The idea has made considerable headway also in Europe.

The Power Corporation recently issued $2,500,000 of 6 per cent. cumulative first preferred stock at par. Each share of preferred sold carried a bonus of half share of common. With proceeds of the sale of its first preferred stock, the company acquired further securities, so that the total assets behind the first preferred will have market value at $5,000,000, which is equal to $200 per share. A number of companies are affected by this type of ownership and it is believed that the Power Corporation has a big future. As an investment issue it is well regarded.

C.N.R. Income Bonds

J. M., Napanee.—What is your opinion of Canadian National Income debentures of 1930 as an investment?

There seems to be a general feeling that the Canadian National income debentures of 1930 will be redeemed at maturity. With this in view there are a certain number of speculative purchases of stock at the present prices. At the present price at round 56 to 58, the stocks yields over 14 per cent. to the investor, without counting anything for future interest payments. At the same time the preferred stock of the International Power Company is well regarded and whether or not you make the exchange would depend entirely on what type of securities you have and are acquiring. I don't believe we would care to suggest a change at the moment without knowing further with regard to your present holdings.

Porto Rico Rail

F. B., Nova Scotia.—I have in my possession 75 shares of Porto Rico Railway common, which I have had for a great many years, and for which I paid $81 per share. It has occurred to me that it might be a wise thing to sell this stock at the present market value and buy Porto Rico preferred, which would pay me immediately about as good a return, as I could ever hope to eventually procure, if the common should again go on a dividend paying basis. Of course, if there is a possibility of the price of common showing an advance it might be better to wait. I thought perhaps you might have something else to suggest that would be an improvement on anything that I have in mind.

You have held your Porto Rico common over the worst period in the company's existence. For the past couple of years it has done much better. There have been many who have been anticipating for some time dividends on the common stock. You will have noticed that in the recent break in the market this stock has held firm. I think your idea to work into securities where you will be assured of good steady income with fairly good safety of principal, is a good idea. It is just a question whether the time is ripe to make such a move with Porto Rico. What we have reference to is the possible appreciation in the market which might follow any move on the part of the company to put the common on a dividend basis.

Bailey Cobalt

G. B., Connecticut.—I would like your opinion of the Bailey-Cobalt Mine.

Bailey-Cobalt is not in a good position and is really in the hands of the bondholders and we doubt very much if anything will ever be coming through to the shareholders.

Crown Reserve

B. P., New York. — I bought some shares of Crown Reserve at 68. Would like your opinion of the company.

Crown Reserve is not looking any too good. It may ultimately work out. The only suggestion we can advance is for you to continue to hold, and watch the mining columns for news of developments on the proposition.

Parmac Porcupine

Banker, Ontario.—I shall be obliged if you will give me any information that you can regarding Parmac Porcupine Mines; whether you consider the same a good speculative buy at around 35 cents.

We would not advise a purchase of Parmac shares. The property is standing idle and may continue so for some years.

Broad Bay

C. A., Saskatoon.—I have been approached by different people interested in the Broad Bay Mining Co., of Saskatoon, and urged to buy shares, but before doing so I would be very pleased to get your honest opinion of its holdings.

There seems to be a pretty fair crowd behind the Broad Bay Mining Company and their capitalization is very reasonable. We would regard this as a gamble. There has been quite a little money spent in testing out the Herb Lake area in which the property is located, notably by Bingo and Mining Corporation and while the latter company has made some success there are as yet some unproven mines in the area. Ultimately we think that Herb Lake area will provide perhaps a number of small rich little mines, but doubt if you will ever see any very large propositions there.

Abana Mines

H. M., Quebec.—Would you please advise me as to the worth or otherwise of the Abana Miles, zinc mines in the Abitibi section.

Abana Mines is a very excellent property in Northwestern Quebec. There seems to be a feeling abroad that the proposition has not been handled as well as it may have been, but we understand that recently negotiations have been entered into for the purchase of the property with some very strong interests and it may be that if you can pick up some of the stock cheap it would work out as a very profitable venture. Since you have written your letter you will probably have noticed the denial of the Minister of Mines in the house that he was interested in the property. I understand that one member of the legislature is closely associated with the company.

Rouyn Gold Mines

G. P., New York.—I would like your opinion of Rouyn Gold Mines. I bought some of the shares at 12 cents a share.

It is to be regarded as fortunate that you got your Rouyn Gold Mine stock at 12 cents a share. You will stand a much better chance than a lot of other people of getting your money. We have never liked the proposition. We think that the promoters of the company were more interested in mining the public than mining the ground. Some work has been done—we suspect very little—in trying to open out the claims on surface. At the present time the company is figuring on a merger called the Quebec Gold Belt and it may be that ultimately sufficient interest will be aroused in the shares to get them up to a point where you can get out with your money if not a profit. We would advise you to do so.

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What Listing on Exchange Means

As Explained by President Simmons, of the New York Stock Exchange

The listing policies of the New York Stock Exchange, their technical side as well as their benefits to the public and to business, were discussed by E. H. H. Simmons, president of the Exchange, in an address before the Mississippi Valley Group of the Investment Bankers Association at St. Louis. Mr. Simmons also took up the question of admitting non-voting stocks to the Stock Exchange list, reaffirming the policy announced some weeks ago by the Exchange in a formal statement.

The listing requirements as they stand to-day, the speaker declared, are the result of long years of experience in deciding the quality and type of securities to which the New York Stock Exchange shall offer its facilities for their distribution. He recounted at some length the history of the Exchange in so far as it related to the continually expanding number of restrictions placed upon securities admitted to trading on the Exchange floor.

"The range of corporate affairs probed by the listing requirements of the New York Stock Exchange tends constantly to increase, as our experience enables us to find ways of widening and extending the service thus rendered to the American investing class," the speaker asserted. "A case in point already has arised over the marked tendency of companies in late years to issue common stock without voting power. On January 27th of this year the New York Stock Exchange put itself on record as opposed to the abuses which might possibly arise from this relatively new corporate practice. It is true that the Exchange's statement regarding this matter was couched in general terms only, and that it merely declared its intention to take cognizance of the non-voting feature of common stocks without attempting to formulate a definite policy at once.

"As I have pointed out the Exchange cannot well expand its specific listing requirements in advance of actual experience, and the issuance of non-voting common stock is a relatively new development in this country. The problem of non-voting stock cannot in actual fact ever be settled on paper merely by logic or dogmatic conviction. It must depend for its ultimate solution upon an openminded development of precedents based upon concrete circumstances and specific cases. While the Stock Exchange has made no positive and irrevocable rule against the listing of non-voting common stock, it intends to inquire into such issues when they apply for a listing, and it will refuse to open the facilities of its market to issues wherein an abuse of this practice seems likely to occur."

Mr. Simmons outlined to the bankers the numerous requirements

(Continued on page 23)

POST-Scripts

NEW refrigerating methods used in Canada preserve a fish for six months or more, so the taste will be just as good as when caught, says Popular Science Monthly. The secret is to freeze foods very rapidly instead of slowly, as heretofore. In rapid freezing, several methods are used. One is to wrap fish in waxed paper, pack them tightly in narrow cans, and sink them in a circulating bath of brine kept near zero temperature. Pieces of haddock have been frozen by dipping them in liquid air, which freezes meat instantly and makes it brittle, but is too expensive at present to be used for refrigeration on a large scale.

EVERY once in awhile, something occurs to prove that good advertising brains are not confined to the large cities. Some of the most effective methods of city advertisement were devised by boosters of small towns and in fact they may be said to have written the book of municipal publicity methods. As an example of aptitude combined with dignity, consider Three Rivers, Quebec, the home of International Paper Co.'s largest mill, says the Wall Street Journal. Bigtown citizens can do no better than "New Yorkers," "Bonstones" or "Chicagoans" but the inhabitants of Three Rivers call themselves "Trifluvians."

JEALOUSIES between adjacent cities are never as real as they are apparent and they find expression chiefly in the time-worm pattern of the vaudeville artists, who find such jokes always sure laugh getters. However, here is a new one along that line, published without recourse:

A resident of Hamilton, Ontario, took out an accident policy and then fell ill with pleurisy. He brought action against the insurance company and the county judge in Hamilton ruled against him, deciding that pleurisy was not an accident, but an act of God. The case came up for an appeal in the Supreme Court in Toronto and the judges in Toronto reversed the finding on the ground seemingly that a visitation of God to a resident of Hamilton was an accident.

SIGNS are not lacking that a great deal of interest is being taken in the United States, in the new Red Lake camp. Mining men whose business has taken them to Chicago, New York and Boston recently, state they heard a great deal of gossip about the new rush. Of course the romantic side of the event has attracted a great deal of publicity and a large number of the United States papers have taken up stories which have come out about Red Lake. There has been some enterprising and effective journalistic syndicating.

One of the most popular publicity features in the United States has been one well known comic strip which has had its principal characters enact a strenuous trip with dog team and snow-shoes into Red Lake. Whether through ignorance or because it made a little more attractive story the principal actors started placer mining immediately they got into camp, getting almost money enough to live on. Of course Red Lake is not a placer field and if all the creeks and streams and lakes are not frozen solid they are pretty near it. Incidentally the artist has worked a little gun play into his pictures, but this is a Klondyke feature that is lacking in reality. The provincial police have a representative in there who is invariably quite keen to make the acquaintance of any roughnecks toting a gun.

Many refer to Red Lake as being so many miles back from civilization. This is hardly a fact. The boundaries of civilization are being pushed back to Red Lake. Imagine how much easier the Klondyke rush would have been had there been a fleet of aeroplanes operating. You can get to the jumping off place for the Red Lake aeroplane in a Pullman car.

Current Opinion

WAR ON BILLBOARDS

Quebec Chronicle-Telegraph: Le Devoir continues its warfare on unsightly billboards.

"In the United States a number of publicity agencies have given up these billboards of their own accord because they recognized that they could only fail in their purpose by irritating the public. The Standard Oil Co., of California, notably, has taken down 1,200 billboards.

"No doubt, it is regulation, it is the law that will overcome these trespasses with us; but while waiting for their enactment and application, it appears necessary to form public opinion. The evil is much less serious with us than with our neighbors and if we proscribe the billboard, the law will affect very few interests. If, on the contrary, we delay, in five or ten years the number of proprietors who derive a small revenue from some corner lot will have greatly multiplied and we will then have to contend with a difficult problem, with a stubborn opposition."

Here in Quebec where the tourist interest is such a vital municipal asset it is literally amazing that the picturesque atmosphere of the city should be permitted to become defiled with crude modern advertisements of the gaudiest coloring displayed on billboards on every hand. Tourists do not come to Quebec to see these things but to escape from them and we respectfully commend the problem of their abolition to the new city council.

ENCOURAGING CAPITAL

Kingston Whig: Capital is seeking investment but capital is wary. Where the hope of an adequate return is greatly lessened by an unnecessary burden of taxation, development is sure to be hesitant and uncertain. Success is based on business-like administration whether it be in the operation of a private company, a public enterprise or a government.

THE POST'S PLATFORM

St. Catharines Standard.—The Financial Post has come out with a Canadian policy, which enumerates the following:

Promote national unity.
Reduce taxation; curtail public waste.
Conserve Canadian resources for Canadians.
Develop production and manufacturing to the highest point in Canada.
Settle our vacant lands.
Encourage individual initiative.
Induce and protect investment of capital in Canada.

The policy is an excellent one in all directions, but the difficulty is to secure a government sufficiently strong to make headway. And there is no such government in power at the present time.

UNITY AND COMMUNITY

Kingston Standard: There is a great deal of talk about promoting the unity of Canada, which everyone will agree is most desirable; but though we do not assent to the idea that Canada is disunited, there are always bound to be different opinions held as Canadians, as near perfect individuals as may happen to be, are still human beings.

There is, however, one means by which unity is gradually being promoted, and that is by community of interest. This is particularly so as regards the East and the West. In the latter industries have not been looked upon in the same light as in the East, as every one knows. But changes are taking place; industries are springing up in the West. The Canadian Pacific Railway has just issued a statement showing there are 803 manufacturing plants in Manitoba, 647 in Saskatchewan, 723 in Alberta, and 1,345 in British Columbia — 2,117 in the prairie provinces and 3,518 in all the West. The total capital invested in these industries is $400,000,000, and the value of their product in the last fiscal year was a value of $361,617,000. It does not need a prophet, or a son of a prophet, to point out what this means in the future as industries increase in these provinces.

INDIANS AS FARMERS

REGINA.—The Indians of the Prairie Provinces in 1925 reaped over a million bushels of grain and had on their farms fifty thousand head of live stock, according to government reports. The cultivated area of Indian lands was increased 11,239 acres during 1925, bringing the total up to 104,495 acres, and of this 66,429 acres were sown to grain.

The Greenshields Review

The current number discusses financial and commercial conditions from the standpoint of investment markets.

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News of the Investment Market

AMERICAN CAPITAL GAINING CONTROL OF OUR RESOURCES

But Canada Has No Fear of Political Domination as Result

Much current discussion arises out of the question of the control of Canadian resources and industries passing out of Canadian hands through the importation of foreign capital and the letting of large contracts to foreign concerns. It is stated that the government of British Columbia proposes to give 16,000,000 acres of choice land in several huge blocks to any responsible company which will take over the Pacific Great Eastern Railway and extend it into the Peace River area. With possession of this land and control of the transportation facilities such a company would be able to dominate one of the potentially richest sections of the North American Continent. The project is considered one of the largest since the period of transcontinental railway building in Canada. The wealth of this vast area is locked up at present owing to the lack of transportation facilities. American capital is now negotiating for control and if successful, might gain control of and dominate the entire northland. There is opposition in many quarters to allowing this control to pass into foreign hands, and feeling in some sections is very high.

Capital Has no Politics

This question lends interest to a discussion of the same problem which arose this week on the occasion of the turning of the first sod of the $7,000,000 terminal warehouse of Canadian Rail and Harbor Terminals to be erected on the Toronto waterfront. On that occasion, various speakers made reference to the hesitancy and conservatism, on the part of Canadian capital, in entering in a large way into the development of Canadian resources. It is unfortunately true that Canada is severely handicapped by the lack of courage in investing in the future of the country, on the part of too many of our citizens of means. Much reference has been made of late to the abundance of capital available for investment in Canada, but many are amazed at the evident reluctance of this capital to enter into the development of the country.

Emphasizing the desirability of securing American capital for Canadian enterprises, George Wilson, president of the Board of Trade, on the same occasion suggested though that Canada would be better off if more of her government bonds were held in the United States and more of Canadian capital in her resources. Sir John Aird stated that all capital is welcome and needed for the development of the country. Sir John Willison said he was convinced that there was no politics in capital and Canada should welcome capital from wherever it may come. Nevertheless, he deplored the lack of courage on the part of Canadians in investing in their own enterprises.

That the sentiment of leading citizens such as these is typical of the feeling of a great many Canadians seems sure. Foreign capital is welcomed but the necessity is deplored. The early history of the United States is dominated by the influence of British capital. The great transportation systems were built with British capital. Yet the country did not become dominated politically by Great Britain. Had the administrators and citizens of the early Republic not been far sighted and broadminded enough to see this, the United States would probably be a much smaller and less powerful nation today.

March Bond Sales

Bond sales for the month of March amounted to $23,428,211. For the first quarter of the year sales totalled $163,614,478. Following is the record for March and for the three months:

Municipal	$1,888,211
Provincial	5,000,000
Corporation	16,540,000
Total for March	$23,428,211
Year to Date	
January	$31,015,150
February	109,171,117
March	23,428,211
	$163,614,478

Fanny Farmer Shares to Yield Approximately 6.86

Investors in the preferred stock of the Fanny Farmer Candy Shops are buying an interest in an American organization which was started by a Canadian, Frank P. O'Connor. The latter is still president of the company as well as of the Laura Secord chain, which is the Canadian sister of the Fanny Farmer group. Something of a departure is introduced in the sale of the non-par preferred stock at $35 per share with accrued dividends and bonus of one-third share of common stock.

The sale of the 30,000 shares of preferred stock involves no new financing. No new capital is being added, but it is merely a re-vamping of the present capital in a transfer to the public of a portion of the interest of the present holders. At the same time, a program of expansion is being put into force and it is expected that the present number of shops will be doubled in the near future.

The business of the company was established in 1919 at Rochester and has continued to expand steadily by the reinvestment of earnings. Net profits available for dividends after the payment of federal taxes in 1924 were $182,894 and in 1925, $242,319. This is the equivalent of more than $8 per share last year, or more than three times dividend requirements for the preference stock. The new shares represent a yield of approximately 6.86 per cent., and in view of the success of the firm, they are considered a reasonably good business man's investment.

Royal Securities Buy Alberta Pacific Company

Final arrangements are just being made in connection with the sale of the Alberta Pacific Grain Company to the Royal Securities Corporation of Montreal. The transaction is said to involve an amount exceeding $6,000,000.

While nothing official has been given out with regard to future plans, it is understood that the purchasers will form a new company with the same name, and continue operations with as little as possible change. The present employees, it is understood, will retain their positions. It will be recalled that Spillers, Limited, British milling interests, are among the largest shareholders in the Alberta Pacific Company, having purchased a substantial interest some time ago.

The Bond Market

Something of a marking time process is evident in the investment markets pending the bringing down of the federal budget. The vacation period has also had the effect of slowing down bond market activities, and very few issues of importance are coming forward at the moment. There is considerable trading, however, in high grade industrial issues. Prices remain practically unchanged.

Bonds Not Affected by Stock Market Orgy

Referring to the stability of bonds in the face of falling stock prices, the National City Company says in a recent bulletin:

During the recent rather violent fluctuations in the prices of proprietary securities on the New York, Montreal and other stock exchanges, in many cases reflecting a very marked reaction from previous high levels, it has been interesting to watch the action of high grade bonds and investment securities yielding a fixed income.

Even when the "break" was at its worst the bond market generally gave but little sign of any action sympathetic with the stock market.

It seems to be the general opinion in the best informed quarters that the stock market situation has been brought about almost entirely by overspeculation, and the operations of certain manipulators which pushed various specialty issues to heights far beyond their intrinsic worth. High grade bonds, of course, were not subjected to the attention of those gambling on future profits and increased returns. Sound bonds rest upon the fundamental business and economic conditions upon which our country's prosperity is based. These conditions are still regarded as highly favorable both in Canada and the United States and in many of those countries whose external obligations are held by the public in North America.

The underlying principle of all sound investment is to secure a certain income for a fixed period of years, without endangering the principal sum invested. A sound bond is, generally speaking, the ideal medium for securing this condition and has the additional advantage of commanding a ready and stable market.

Market Reaction Not Justified by Business

"The stability of the economic structure has been tested recently by sharp reactions on the stock exchanges, but there has not been revealed in any section of the general trade situation such unsound elements as those which marked the course of the stock markets for several months," says the Canadian Bank of Commerce in its monthly Commercial for April. "It is not improbable that the continued declines in grain prices are due, to some extent, to the collapse of the broad speculative movement in the security markets, which apparently was being extended to the American grain exchanges, but the chief reason for the weakness in quotations for these commodities is the lack of strength in the foreign markets. The generally improved conditions in this country have been brought about principally by increased production, economies in personal and operating expenses, better organization and the opportunity of disposing abroad of more of our surplus products. All of these factors have been retained, and the commercial life of Canada remains in a well-balanced state of adjustment. It can be kept so by the exercise of caution and the absence of speculation and of reckless spending."

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INTERESTING ISSUES

Howard Smith Paper Mills 7 Per Cent. Bonds Attractive

Somewhat better than the average industrial bond yield is realized on the 7 per cent. bonds of the Howard Smith Paper Mills, maturing in 1941. The general improvement in operating conditions and in foreign business of the company has brought these bonds into a rather attractive position at their present yield of about 6.75 per cent.

Howard Smith Paper Mills manufacture every kind and grade of paper with the exception of newsprint. Foreign business accounts for slightly more than 10 per cent. of the company's output, and the gradual improvement abroad has improved the outlook. The chief markets for the products of the company at present are Mexico, Australia, New Zealand, India, Japan, China and the British West Indies. While the profits on this business have not been particularly large in the past, it is growing satisfactorily and is expected to be quite remunerative when better developed. Owing to various factors, the advantages are increasingly in favor of this country in competition with the United States.

Something over a year ago the company completed an extensive program of expansion and is now in a very satisfactory position to take advantage in the general market improvement both here and abroad.

Last year's annual report shows the effects of this bettered position. Both operating profits and net profits were larger. The ratio of current assets to current liabilities stands at about 3 to 1 and the working capital shows a considerable betterment. During the year an appraisal of a portion of the company's properties was made and it showed a substantially greater value than was hitherto shown in the balance sheet of the company. The property accounts were therefore written up to conform to the new appraisal value and the difference was applied to increasing the depreciation reserve. Betterment in the working capital position was due chiefly to a 50 per cent. reduction in the bank loan.

Sales of the company during 1925 showed an increase of $622,040 over those of 1924. Although the average selling price was lower during the year than in 1924, improved facilities for manufacturing made possible the increase in profits above noted. Dividends at the rate of 8 per cent. were paid on the preferred stock, but were omitted in the case of the common in order to further improve the company's liquid position. Working capital now stands at $1,308,318. During the year the volume of business both at home and abroad showed gratifying enlargement, and there are reasons for expecting an increase in the growth of both. The bonds are considered a reasonably good investment.

BOND MOVEMENTS OF THE WEEK
Week Ending April 6

Bonds—	Int. Rate	Due	Yield	Range, 1925 High	Range, 1925 Low	Range, 1926 High	Range, 1926 Low	Ask	Latest Price Bid	Latest Price High	Latest Price Low
Can. Canners	6	1950	6.40	96¼	90	95½	94	95	94¼	95	..
Can. Cement	6	1929	5.20	103¼	100	103	102¼	103	100½	100½	102¼
Can. Factories	6	1940	5.06	..	..	109½	109½	102¾	..	109½	..
Dom. Canners	6	1940	5.89	102½	99½	101	101	103	..	101	..
Mex. L. & Pr.	5	1940	8.90	65	60	68	68	67½	65¼	68	..
Montreal Trams. (A)	5	1955	5.40	98¾	92¾	94	92½	93½	93¼	94	93¼
Quebec Rly.	5	1939	5.51	98	89¾	95	91⅞	94¼	94	94	..
Wayagamack	6	1951	6.39	98¾	84¾	97¾	92	95	..	95	94¾
War Loan	5	1931	4.68	102.65	101.10	102.40	101.25	101.85	101.55	101.50	101.25
Do.	5	1937	4.52	104.95	103.80	104.65	103.75	104.25	104.00	104.20	103.85
Victory Loan	5½	1927	4.45	103.15	101.70	101.75	101.15	101.75	101.50	101.60	101.50
Do.	5½	1933	4.68	107.00	105.10	106.80	104.85	105.25	105.05	105.35	104.85
Do.	5½	1934	4.98	104.80	103.20	104.10	103.10	103.75	103.60	103.60	103.40
Do.	5½	1937	4.59	110.00	108.15	109.30	107.60	108.00	107.85	108.00	107.60
Do., Refund	5	1928	4.67	104.45	100.15	101.30	100.55	100.65	100.45	100.70	....
Do.	4½	1940	4.85	97.25	92.00	96.70	95.95	96.25	96.10	96.30	95.95
Do.	5	1943	4.87	102.90	101.15	101.95	101.15	101.70	101.55	101.55	101.25
Do.	4½	1944	4.82	97.75	96.20	97.15	96.00	96.25	96.00	96.15	101.25
Do., Renewal	5½	1927	4.60	102.95	100.80	101.95	100.65	101.25	101.00	101.35	101.05
Do.	5½	1932	5.00	104.20	102.60	103.40	102.15	103.15	102.95	102.80	101.70

For April Investments:—

We offer the following very attractive and conservative issues:—

Amount	Security	Rate	Maturity	Price	Yield
$25,000	City of Edmonton	5½%	1945	101.00	5.42%
10,000	Northern Canada Power, Ltd.	6%	1945	102.00	5.83%
25,000	St. Lawrence Paper Mills, Ltd.	6%	1946	98.50	6.125%
50,000	Bloor-St. George Realty, Ltd.	7%	1946	100.00	7.00%

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MANUFACTURERS FINANCE CORPORATION
LIMITED

Annual Report
Year Ending January 30, 1926

PRESIDENT'S REPORT

A statement of our affairs and a copy of the Profit and Loss Account is submitted herewith. This Company began business in a small way in May, 1923, with a paid-up capital of $20,000.00. Later in that year we took over the Credit Alliance Financial Limited. In March, 1925, we purchased the assets of Dominion Finance Guaranty Corporation, Limited.

Our paid-up capital compares as follows:—

Comparison of Paid-up Capital

Dec. 31st 1923	$312,623.08
Dec. 31st, 1924	643,369.10
Jan. 31st, 1926	1,152,810.00

Our gross discounts for this period shows the tremendous growth of the business handled:—

Comparison of Gross Discounts Handled

Year ending Dec. 31st, 1923	$ 49,104.13
Year ending Dec. 31st, 1924	472,393.82
(13 mos.) ending Jan. 31st, 1926	1,508,290.00
(Year ending changed to Jan. 31st.)	

Average Capital Employed During 1925 $ 880,000.00

A comparison of our net profit for these years is an index to the possibilities of this business and also an indication of the care which has been exercised in the Management of the Company.

Net Yearly Profits Compared

Year ending Dec. 31st, 1923	$ 6,301.72
Year ending Dec. 31st, 1924	62,523.00
Year ending Jan. 30th. 1926	124,213.22

We are now taking over the assets of the Brantford Finance Company. All these amalgamations have brought to us a strong clientele of Shareholders in the Province of Quebec, as well as in the Province of Ontario, and should mean much to the future growth and strength of the Company.

Our ratio of net profit earned during the past two years is over 13 per cent. As Canada seems to have overcome most of her post-war commercial problems, and as general trade is expanding gradually but surely, your Directors feel that this outlook for the future is bright.

Your Directors desire to express their appreciation of the faithful work of the Staff, who have performed their duties most satisfactorily.

J. A. McDONALD,
President.

Statement of Profit and Loss and surplus
FOR YEAR ENDING JANUARY 30th, 1926.

By Balance January 31, 1925		$6,143.01
By Discounts, Interest, Commissions	$163,082.79	
To Management and Office Expenses	38,869.57	
By Net Profit for year		124,213.22
		$130,356.23
Appropriated as follows:—		
To Dividend, June 30, 1925 and Dec. 31, 1925	$69,415.26	
To Interest allowed Subscribers	7,843.63	
		$77,258.89
To Balance carried forward		53,097.34
		$130,356.23
Total Surplus and Undivided Profits		$84,097.34

N. B. LIQUOR PROFITS

A net profit of $329,114 has been made by the New Brunswick Board of Liquor Commissioners during the past year. Receipts from vendors amounted to $1,410,781. Refunds, freights, duties and damages amounted to $1,354. Customs charges paid by the commission amounted to $430,991, while liquor purchases totalled $588,013.

UNLISTED BONDS
(Montreal Stock Exchange)

	Bid	Asked
Abitibi 6% 1940	101½	102½
Algoma Steel 5% 1962	29	30
Belding 5% 1936	85	..
Belgo Can. Paper 6% 1943	99¼	100½
Brand-Henderson 5% 1939	90	..
Burns, P. & Co. 6½% 1943	102⅞	104
Can. National Rly. 5% 1954	101	101¾
Calgary Brewing 5% 1942	83	..
Can. Steamship Lines 7% 1942	103	103¾
Can. Pacific Rly. 5% 1934	99⅝	100⅜
Can. Pacific Rly. 4½% 1944	93⅝	94⅜
Can. Steel Foundries 6% 1936	100	..
Dom. Iron 5% 1939	...	61
Dom. Textile 6% 1949	106½	107
East. Koot. Power 7% 1942	103¼	..
Frontenac Brewing 6% 1951	96⅜	..
H. Smith Paper 7% 1941	99½	100
Laurentide Power 5% 1946	100	..
Laurentian Power 6% 1936	100¾	..
Man. Power 7% 1941	104⅞	..
Montreal Steel Works 6% 1940	100	..
Prov. of Ontario 5% 1948	101⅛	102
Ontario Pulp 6% 1931	107	..
Price Bros. 6% 1943	101¾	102¾
Quebec Power, 6%, 1953	103	103¾
Walmsley, Chas., 6% 1943	96⅞	98⅜
Winnipeg Elec. 6% 1954	96½	97½
Sherbrooke Rly. 5% 1940	77⅝	..
St. Law. Sugar 6% 1932	92	..
St. Maurice Power 6½% 1953	108	109

Municipal and Provincial Finance

DIRECT TAXATION SEEMS NECESSARY IN NEW BRUNSWICK

Provincial Treasurer Says Province Faced By $660,000 Deficit

From Our Own Correspondent.

ST. JOHN.—Interest in New Brunswick affairs, always keen, has been quickened to a higher peak of intensity by the announcement in the legislative assembly by the provincial secretary-treasurer, Hon. Antoine Leger, that the province is facing direct taxation. The reason is that a deficit of $660,000 is forecasted for the next fiscal year. The shortage is made up chiefly of loss in revenue from sale of liquor owing to the proposed rigid enforcement of prohibition, and to falling off in the stumpage revenue.

The direct taxation danger is quickly centring the public mind on the liquor question. It is contended that the prohibitory law cannot be enforced; that liquor will be bought and sold with or without permission or toleration. Therefore, it is argued that the province should adopt government sale, especially of light wines and beers. By that scheme, a revenue of $2,000,000 would be realized and the direct taxation danger would be obviated.

Hon. L. P. D. Tilley, president of the executive council, is strongly in favor of government sale of liquor. He forecasts prosperity under that scheme, and contends that the province would thereby secure what is now going to the bootlegger. Mr. Tilley has a strong following in the cities and towns. Those centres would suffer most from direct taxation. For instance, St. John has a valuation of $53,000,000 for assessment. That is one-fourth of the total valuation for assessment of the province.

The rural centres, where the prohibition sentiment is strong, would pay very little in direct taxes. However, much or little, it is expected that the direct taxation danger will constitute a test of the sincerity of the prohibitionists.

Bonded Debt has Increased

In his budget speech Mr. Leger pointed to the rapid increase in the bonded debt of the province. In 1916, it was $15,050,646. By 1920 it had risen to $20,683,236, and by 1922, to $26,628,432. From that time on a steady increase brought it to $32,345,909 last year. At the same time the balance sheet shows capital liabilities of $37,999,314 as against $35,077,297 the previous year. This brings the provincial debt up to almost $100 per capita. With assets of $57,000,000 in excess of the liabilities, however, the position of the province was not as serious as might be assumed. Total capital assets amount to $93,255,693. Being largely agricultural the province is enjoying a greater degree of prosperity than are many other sections of the Dominion. The total value of last year's field crops was $25,56,000 as compared with $16,080,000 for the previous year.

EAST YORK DEBENTURES

The township council of East York this week authorized the issue of $250,000 worth of debentures for the erection of a high school. The issue is for 20 years and bears interest at the rate of 5 per cent.

This Week's Bond Sales

SANDWICH BONDS SOLD

Wood, Gundy & Co. were awarded an issue of $76,967, Town of Sandwich, 5½ and 6 per cent., 15 and 20-year bonds, on a bid of 101.20. The bids were:

Wood, Gundy & Co.	101.20
Dyment, Anderson & Co.	101.186
Roberts, Cameron	100.76
H. R. Bain & Co.	100.75
Toronto Bond Exchange	100.40
C. H. Burgess & Co.	101.07
Royal Securities Corp.	99.09

Tenders and By-Laws

April 13, Town of Chateauguay, P.Q. — $4,500, 5½ per cent., twenty-year bonds. A. Laberge, secretary-treas.

April 12, City of Shawinigan Falls, P.Q.—$381,000, 5 per cent., serial bonds. A. J. Meunier, sec'y-treas.

April 12, School Commissioners of the Village of St. Laurent, P.Q.—$50,000, 5 per cent., serial bonds. D. Marcotte, sec'y-treas.

April 12, Three Rivers — $380,000, school bonds; $360,000, dated Nov. 1, 1924, maturing by series from 1927 to 1954; $20,000, dated May 1, 1925, maturing by series from 1927 to 1955, interest 5 and 5½ per cent. Arthur Nobert, treasurer of school commissioners.

April 15, Vancouver—$1,070,000, 5 per cent., 15 and 40-year local improvement debentures. A. J. Pilkington, city comptroller. (See announcement elsewhere in this issue.)

April 19, South part of the Township of Onslow, Que.—$20,000, 5 per cent. serial debentures. J. A. Steele, sec'y-treas.

April 21, School Commission of the Town of Montreal East, Que.—$70,000, 5 per cent. serial bonds. Remi Guertin, sec'y-treas.

SASKATCHEWAN

List of Authorizations Granted by the Local Government Board From March 28 to April 1, 1926.

Schools—Maryville, No. 2790, $1,200; Alder Grove, No. 4614, $500; Trinity, No. 2404, $4,335; Marcelin, No. 1658, $19,000; Mannix, No. 4643, $4,000; Athelstan, No. 4523, $2,000; Rillington, No. 62, $3,000; Gowanbrae, No. 413, $1,000; Madison, No. 3937, $12,000 Vidette, No. 4644, $3,000.

Rural Telephones: North Redvers, $425; Maryfield, $300; Village of Viscount, $3,600; City of Moose Jaw, $6,349.

Debentures Reported Sold

Antelope S.D. No. 1116, $3,000, 15 years, 6 per cent., Waterman-Waterbury Mfg. Co., Regina.

Amaranth S.D. No. 479, $2,600, 10 years, 6 per cent., Moorhouse & Co., Regina.

Quill Plains R.T. Co., $300, 5 years, 7 per cent., J. Auschstaeter, Watson.

Instow Village, $1,000, 10 years, 6½ per cent., C. C. Cross & Co., Regina.

Sanctuary S.D. No. 4566, $4,500, 20 years, 5¾ per cent., H. J. Birkett & Co., Toronto.

Better Lighting Reducing Crime

That a reduction in crime is one of the advantages of an efficient lighting system was brought out in a recommendation by J. G. Glassco, manager of the Winnipeg Hydro, when advocating increased expenditure on street lighting. In Cleveland, an 8 per cent. decrease in crime followed the installation of a new and better lighting system. Mr. Glassco pointed out that the addition of 100 lamps would increase the mill rate by just one-fiftieth of a mill, and that at present the total expenditure on street lighting amounts to only eight-tenths of a mill in the rate.

HALIFAX ADOPTING EXPANSION PROGRAM

Project Calls for Expenditure of $15,000 Annually for Next Three Years

The municipality of Halifax has launched a campaign for the greater development of the port and city of Halifax. The program involves intensive advertising and calls for the raising of $15,000 yearly for three years. This will be used to induce greater industrial activity in the area, and better advertising of the industries already there with a view of increasing their business. The experiment has interest for every municipality in Canada.

The needed improvements calling for attention include the erection of a modern hotel; the organization of a modern taxi service; the securing of grain and general cargo for trans-Atlantic freight rates on lumber and other commodities so as to bring this port in conformity with other ports on the Atlantic; industrial development of Halifax, and a campaign to advertise the facilities of the port and to solicit business from exporters and importers. There is also the matter of tourist development. In this connection the Board of Trade has already placed an order for 10,000 booklets advertising the attractions of Halifax, to be distributed this season. Added to this, the board wishes to continue its work for the re-establishment of the Provincial Exhibition at Halifax, and to secure attractive features such as horse racing, a schooner race and other forms of entertainment to attract visitors to Halifax.

City Council Co-operates

The present funds of the board are said to be insufficient to carry on other than the regular work, and the report brought in by the committee involving the raising of $15,000 a year for three years to carry out the active program outlined suggested the only feasible way in which the Forward Movement could be carried out satisfactorily.

It was pointed out by the secretary that much attention of the board must of necessity be paid to transportation business but that the money brought to the port in this way filters through to all lines of business, and as an example he stated that through the activity of the board the work of one transportation company alone in Halifax has been the means of distributing between $1,250,000 to $1,500,000 yearly in Halifax, and that one shipping company at this port paid out for wages and provisions an average of $45,000 a month during the winter.

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PUBLIC ACCOUNTS OF P. E. I. SHOW $70,000 DEFICIT

Funded Debt of Province Up $100,000 But Still Relatively Small

A statement of the public accounts of the province of Prince Edward Island, just issued, shows an increase in the public debt of $100,000 and a deficit for the year of approximately $70,000. The latter is stated to be due to a loss in revenue from the abolition of the $3 poll tax.

The financial position of the province at the beginning of the present year was somewhat stronger than that indicated by the report referred to. At that time the gross funded debt amounted to $1,833,000, or $20 per head of the population. This debt has been increased, as intimated, by some $100,000. Even with the increase, the per capita debt of the province is amazingly small in relation to that of most of the other provinces. In February they compared thus:

Prince Edward Island	$ 20
Nova Scotia	68
New Brunswick	83
Quebec	34
Ontario	102
Manitoba	117
Saskatchewan	75
Alberta	140
British Columbia	175

The per capita debt of the Dominion at that time was $283.

The deficit shown compares with a much smaller deficit for the last fiscal year before the one reported. During that period revenue amounted to $676,064 and expenditure to $699,160, leaving a deficit of only $23,096 against a deficit reported by the Province of Ontario, of $8,468,765. At that time the annual federal subsidy amounted to $381,962 and is still on the same basis although the Premier indicated in presenting the budget that he has hopes of securing an additional subsidy from Ottawa based on the Island's claims against Canada in compensation for failure to provide continuous communication between the Island and the mainland; for public lands of Canada transferred, or about to be transferred to other provinces; for certain property and assets of the Island taken over by Canada at the time of the union. The Island is also asking for an increase in subsidy for want of public lands to the standard of such subsidies paid to the other provinces in a similar situation.

Despite the deficit shown in the balance sheet of the province, general conditions are quite prosperous. The population of about 90,000 is largely agricultural, and the province has been free from the depressed conditions suffered in most industrial sections of the Dominion. Total assessments are placed at $35,000,000. The bonded debt is made up as follows:

Due	Rate	Amount
1928	3½	$ 18,000
1929	3½	17,000
1930	3½	48,000
1931	6	125,000
1931	6	100,000
1937	5½	175,000
1938	4	40,000
1939	4	500,000
1941	4	10,000
1943	5	150,000
1944	4½	150,000
1944	4½	350,000
1945	4½	150,000

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WEEKLY RECORD OF CANADIAN FINANCING

Place Bond Sales—	Date	—Sold To— Municipal	Rate	Maturity	Amount	Price	Yield
Saskatchewan Schools, etc.	Apr.	Various	....	....	$11,400	...	...
East Wakefield	Mar.	Locally	6%	1936	2,000	...	...
Thorold	Mar.	C. H. Eakins	5½%	1941	4,780	100	...
Sandwich	Mar.	Wood, Gundy & Co.	5½ & 6%	10, 15, 20-yr.	76,967	101.20	...

GOODYEAR TIRE TO CONTROL OWN COTTON SUPPLY

Quebec Plant Purchased — Splendid Showing Being Made

The announcement by the Goodyear Tire and Rubber Co. of the formation of the Goodyear Cotton Co. to take over the Canadian Manhassett Cotton Company of St. Hyacinthe, Que., is just another indication of the sound foundation which this big rubber products company is laying. And the fact that Vice-pres. C. H. Carlisle is able to say that "the purchase does not involve any investment on the part of your company" must be regarded as particularly satisfactory by the shareholders. Cotton is the principal raw material, in addition to rubber, used in the manufacture of automobile tires, and the fact that the company is taking steps to insure a supply of this material and will be in a position to exercise a certain control over prices is a highly important development. It is in line with the policy of the big successful industrial companies in the United States as particularly exemplified by Ford.

This is only one of several pieces of interesting news for the shareholders contained in a letter issued by Mr. Carlisle on April 1. The company experienced a substantial increase in business during the first five months of the company's current fiscal year. Dollar value of sales for the period was 95 per cent. greater than for the corresponding period of the previous year, and if this record is maintained throughout the balance of the fiscal year, the record for 1920, when net earnings aggregated $2,500,000 will be surpassed or narrowly approached. Sales of the company in 1925 showed a 42 per cent. increase in dollar value over the preceding year.

In regard to the purchase of the cotton company he says that the buildings are practically new and the plant well equipped. New machinery is being added and the plant will be put in strictly modern operating condition. The parent company will consume the output of the new subsidiary on a 22-hour per day production basis. There will be a large saving to the company in the manufacture of its own cotton supply.

The general character of the vice-president's remarks indicates very satisfactory experience so far in the current year, which will be a source of encouragement to the large body of Canadian shareholders, numbering many holders of the common, a block of which came on the market some months ago. Mr. Carlisle referring to the 5¼ per cent. deferred dividend on the preferred stock, expresses the hope that this will be dealt with before the end of the present year. The letter is in part as follows:

"On September 28, 1925, we wrote you in connection with your dividends, as to the uncertainty of the future trend of rubber prices, and stated that it was the consensus of opinion of the board of directors and of management, that the company's cash resources should be conserved to keep the company in a strong liquid position. It was difficult at that time to forecast the price of rubber or the volume of business. The price of rubber on October 1, was about $1 per pound—rubber advanced to a peak price of $1.15. Our anticipation of this increase kept us out of a high-priced rubber market as we had bought heavily before the advance.

"Our business increased beyond our expectations. For the first five months of the present fiscal year, the dollar value of our sales was 95 per cent. greater than for the same months a year ago. We increased our possible daily tire production from 5,700 in October, 1925, to 7,000 as of March 31, 1926, and our tube production from 8,000 in October, 1925, to between 9,000 and 10,000 as of March 31, 1926. The increase in our tire and tube production has been achieved without the erection of new buildings.

"Owing to the volume of mechanical business, we were compelled to erect two buildings at the Bowmanville plant, thereby increasing our belt production about 150 per cent. Both of our plants are running night and day, and I see no reason why they should not continue to do so throughout the fiscal year. Notwithstanding the increasing of plant and equipment and very materially increased inventories and accounts receivable and adding materially to reserve and surplus, we have been able to carry on without issuing any aditional securities or incurring any fixed liabilities. Our manufactured stocks are as low as is consistent with our volume of business. Our accounts receivable have increased in proportion to the business done, but are in a very healthy condition.

What Stock Exchanges do to Guide the Investors

The New York Exchange has requested members to keep available for investors pertinent information contained in applications for the listing privilege. In a letter to members E. H. H. Simmons, president, says:

"In its endeavor to stabilize investment and to protect American investors, the Stock Exchange makes a most serious effort to obtain from applicants for a listing the significant and essential details concerning the security issues in question. In many respects these listing applications are the most exhaustive and informative documents of the sort in existence. But there remains the further problem of rendering this detailed information readily available to American investors throughout the country. I would therefore request your co-operation in carefully preserving in a permanent file these listing applications as they are received. The attention of your customers should be called to the fact that these applications are available at all times for public reference."

BUILDING PRODUCTS JUSTIFIES MERGER

Advantages of Consolidation of Bird & Son and Rubberoid Company Are Indicated

Building Products, Ltd., a combination of the old concerns of Bird & Son, and Rubberoid Company, has issued its first report with balance sheet as at December 31, 1925. The plan for reorganization of the two old companies was brought to practical completion during the closing months of the year. Operating and overhead expenses have already been considerably reduced, justifying the consolidation from the standpoint of economies in management, transportation expenses and larger purchasing power. However, even greater savings are anticipated during 1926, according to the president, P. R. Allen.

Profits from operations in 1925 after providing for income tax amount to $89,206. Dividend and interest on outstanding shares, bonds, etc., of constituent companies paid prior to the acquisition of these securities by Building Products, are paid to the amount of $35,994, and $13,006 is paid out in dividends on preferred, leaving a balance of $40,206.

The company has maintained a strong financial position, current assets at the end of the year amounting to $974,003, compared with current liabilities of $109,519, a ratio of nearly nine to one. Stocks on hand are carried at $406,924; bills receivable, $449,133, and cash $106,648. Capital stock outstanding includes $743,200 7 per cent. preferred, and $450,000 Class "A" voting shares, and $633,800 Class "B" non-voting.

Water Power Rights Sold

President P. R. Allen comments upon the company's position and prospects as follows:

"During the year negotiations were started with the Donnacona Paper Co., Ltd., for the sale to them of our water-power rights on the Jaques Cartier River at Pont Rouge, Que., the site of our felt paper mill. Since the close of the year the sale to them has been completed on a very satisfactory basis. Our working capital position will be still further improved by the sale of these water-power rights, and the agreement with the Donnacona Paper Co., Ltd., provides us with power for the future operation of our Pont Rouge mill at a very low rate per horsepower.

"The improvement in the general conditions of the country should result in an increase in volume of sales. This, with the proposed savings in expense made possible by the consolidation, indicate a most satisfactory year in 1926."

BIG INCREASE IN LAND SALES

WINNIPEG.—Figures secured from eleven land selling organizations, show that land sales in the Prairie Provinces for 1925 totalled 673,062 acres, or three times the combined total of the three preceding years. Practically all the sales were made to land users and it is of interest to note that of the land sold, 77 per cent. was raw land, meaning new farms. In addition to sales of private land, homestead entries last year totalled 635,480 acres, making a grand total of 1,308,902 acres taken up in 1925.

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GOULDS COMPANY'S RECORD SINCE 1920

Volume of Business and Earnings Were Highest Since the Post-War Boom Period

Earnings of the Goulds Manufacturing Company for 1925 of $195,984 compared with $137,095, for 1924, being the largest for any year since the boom period ending in 1920. Following is a summary of the profit and loss account for two years:

Profit and Loss

	1925	1924
Net income	$195,984	$137,095
Pref. dividends	52,325	52,325
Com. dividends	59,800	59,800
Writ. down	1,009	.....
Bond disct., etc.	.....	3,630
	$113,134	$115,755
Surplus	$ 82,850	$ 21,340
Prev. surplus	1,174,959	1,153,619
Total surplus	1,257,809	$1,174,959

President N. J. Gould pointed out that sales like earnings were the highest for any year since 1920. Orders from the oil industry are particularly referred to as a factor in the company's prosperity. Regarding the business situation Mr. Gould said:

Throughout the year, there was noted the effect of the policy of "hand-to-mouth" buying so prevalent in the business world to-day and an increased number of small orders was received, the average value of which was less than the 1924 average.

"While it is not felt that the year 1926 will be an unusual one in the pump industry, there is every reason to believe that if general business conditions continue as favorable as during the past year your company will show satisfactory progress.

"The close of the year finds your company in a satisfactory financial condition. Throughout 1925 the inventory was maintained at a reasonably low level, which contributed to an increase in the cash balance over past years and eliminated any need for borrowing at the banks. During the year, $93,000 of the company's first mortgage 6 per cent. sinking fund bonds were purchased in the open market and $40,000 of these bonds were retired in accordance with the sinking fund provision of the mortgage indenture. The remaining $53,000, together with $85,000 of bonds previously purchased, are held in the company's treasury. Outstanding bonds in the hands of investors amount to $742,000. Dividends equal to those paid in 1924, including a special 2 per cent. extra dividend on the common stock, were declared and paid. After these disbursements the amount of $82,850.10 was added to surplus, which stands at $1,257,809.78 as of December 31, 1925.

"At the annual meeting of the stockholders a motion will be submitted to change the present corporate name of the company to Gould's Pumps, Incorporate. This recommendation is made by your board of directors, believing that the company name should be more closely identified with its product."

BETTER OUTLOOK FOR WESTERN LANDS

Improved Conditions Reported at Annual Meeting of Canada North-West Land Co.

The improved situation in regard to farm land values in Western Canada was indicated at the annual meeting of the Canada Northwest Land Co. in Toronto recently. Not only was the report for 1925 more favorable than for the preceding year but the management indicated that still better things might be anticipated as the result of business transactions during the current year.

The sales of the company's farm lands in 1925 amounted to 12,836 acres for $93,188 as compared with 5,101 acres for $28,069 in 1924. "Returns from all sources of revenue," said Mr. A. W. Austin, the president, "show a considerable increase over the previous year. Enquiries which are being received and general conditions afford reasonable ground for the expectation that there will be continued improvement." On the 31st December, 1925, the unsold lands amounted to 206,197 acres. The balance of principal outstanding on contracts for farm lands at 31st December last amounted to $1,597,042, all bearing interest. The following is a summary of the land sales for the last twenty-one years:

Year	Acres sold	Amount	Aver. Price
1905	144,859	$ 966,290	$ 6.67
1906	60,342	592,655	9.82
1907	15,471	175,362	11.33
1908	8,692	96,894	11.13
1909	16,977	193,340	11.39
1910	62,137	747,131	12.02
1911	45,993	642,486	13.96
1912	26,303	378,975	14.40
1913	3,962	69,878	17.63
1914	9,398	127,543	13.57
1915	29,715	461,494	15.53
1916	16,898	247,627	14.65
1917	32,312	494,037	15.29
1918	54,635	835,637	15.29
1919	48,352	773,765	16.02
1920	23,762	418,251	17.60
1921	2,799	49,651	17.74
1922	3,757	64,388	17.13
1923	1,127	15,166	13.45
1924	5,101	28,069	5.50
1925	12,836	93,188	7.26

WORLD'S LARGEST TITLE COMPANY

NEW YORK.—The New York Title & Mortgage Company, announces plans for merging with the United States Title Co., which will result in the formation of the largest company of its kind in the world, as the New York Title & Mortgage Co. will then have capital funds of about $30,000,000.

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"There's something about them you'll like"
20 for 35¢
For your Pipe
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LONDON
SMOKING MIXTURE

Safe Sound Seasoned Securities

	Rate	Due	Price	Yield
Province of Ontario	4½%	1944	96.35	4.80%
Dominion of Canada	4½%	1940	96.50	4.85%
Montreal Tramways	5%	1955	94	5.40%
Hopital Français de Montréal	5½%	1945	100	5.50%
Belgo Canadian Paper	6%	1943	101.25	5.90%
Winnipeg Electric Guaranteed	5%	1938	91.50	6.05%
St. Lawrence Paper	6%	1946	98.50	6.12%
Winnipeg Electric Co.	6%	1954	98.50	6.12%
Connors Bros.	6½%	1938	100	6.50%
Viau Biscuit Corporation	6½%	1946	99	6.60%
Howard Smith Paper Mills	7%	1941	102	6.80%
New Brunswick Power	5%	1937	88	6.85%
Rolls-Royce Co.	7%	1937	100	7.00%
International Power	7%	1936	100	7.00%
Nova Scotia Tramways Co.	7%	1952	100	7.00%
Shawinigan Cotton	6%	1949	85	7.32%
Asbestos Corporation	6%	1956	83	7.40%
Kingdom of Italw	7%	1951	94½	7.48%
Wuerttemberg Electric	7%	1956	93	7.60%

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NEW ISSUE

$4,000,000

Manitoba Paper Company, Limited

First Mortgage 6½% Serial Gold Bonds

Of the above amount of Bonds, $1,500,000 are offered for sale in Canada and $2,500,000 are being offered simultaneously in the United States.

Dated April 1, 1926, due in annual series as below. Redeemable in reverse of their numerical order at par and accrued interest, together with a premium on the bonds so redeemed of 5% for the first four years, 4% for the second four years, 3% for the third four years, 2% for the fourth four years and 1% for the fifth four years of the twenty-year period of the bonds. Coupon bonds of $1,000 and $500 denominations, with privilege of registration as to principal. Principal and semi-annual interest payable in Canadian funds at The Royal Bank of Canada, Montreal and Toronto, or, at the holder's option, in United States funds at The First National Bank, Chicago, or at The Farmers Loan & Trust Company, New York. Montreal Trust Company, Trustee.

CAPITALIZATION

	Authorized	Issued
6½% First Mortgage Bonds	$10,000,000	$4,000,000
8% Cumulative Preferred Stock	10,000,000	4,800,000
Common Stock — Authorized and Issued	125,000 Shares	

Descriptive circular, copies of which will be forwarded on request, contains a letter from Mr. W. N. Hurlbut, President of the Company, together with other particulars, from which the following is summarized:—

The Company has acquired from the Dominion Government 1,798 square miles of leasehold timber limits, estimated to contain not less than 2,500,000 cords of pulpwood, and has now in process of erection a complete paper mill, with a rated capacity of 250 tons per day of finished newsprint paper. The first unit of the plant is to be ready for operation in December, 1926.

The site of the mill is on the south bank of the Winnipeg River, close to Lake Winnipeg and about 60 miles in a direct line from the city of Winnipeg. The property is served directly by the Canadian National Railways and the Company also enjoys the advantage of deep water transportation from its own timber reserves and from all points on Lake Winnipeg. From the standpoint of availability of its raw material and distribution of its finished product, the Company's location is most advantageous.

In mechanical facilities, cost of raw materials and in general efficiency, the plant will not be excelled by any competing mill. The entire production of the mill will be marketed under contract of sale by The G. H. Mead Company, of Dayton, Ohio, the largest distributors of newsprint paper in the world.

The Company is owned by The Spanish River Pulp & Paper Mills, Limited, and Abitibi Power & Paper Company, Limited, and by financial interests immediately associated with these companies, so that the highest business and technical talent available will be at its disposal. These owners are well able from the point of view of experience and financial ability to protect their large investment.

These bonds are secured by first mortgage upon all the property now owned or hereafter acquired by the Company, including mills now in course of construction, together with valuable timber rights including (through deposit with the Trustee of the entire capital stock of its subsidiary power company) valuable power rights on the Winnipeg River.

Valuation of the Company's assets—including pulpwood limits and water power rights, townsite and millsite, pulp and paper mills and townsite development, and working capital — is $9,835,200, as against $4,000,000 of bonds now issued.

The balance of the authorized bonds is reserved for acquisition of additional fixed assets, including timber lands, at a rate not to exceed 50% of the actual cash cost or value thereof.

Estimated net earnings, after depreciation, are 5 times the maximum annual interest requirement of this bond issue and approximately 3½ times the annual reserve necessary to retire both principal and interest.

We offer these bonds (except those maturing 1931 to 1934, inclusive) for delivery if, as and when issued and received by us, and subject to the approval of counsel of all proceedings.

Amount	Date Maturing	Price to Yield	Amount	Date Maturing	Price to Yield
$150,000	April 1, 1931	6.50%	$250,000	April 1, 1939	6.75%
175,000	April 1, 1932	6.50%	275,000	April 1, 1940	6.75%
175,000	April 1, 1933	6.50%	275,000	April 1, 1941	6.80%
200,000	April 1, 1934	6.55%	300,000	April 1, 1942	6.80%
200,000	April 1, 1935	6.60%	300,000	April 1, 1943	6.80%
225,000	April 1, 1936	6.65%	325,000	April 1, 1944	6.80%
225,000	April 1, 1937	6.70%	325,000	April 1, 1945	6.80%
250,000	April 1, 1938	6.75%	350,000	April 1, 1946	6.80%

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NESBITT, THOMSON & COMPANY, LIMITED

The above statements are not guaranteed, but are based upon information which we believe to be reliable and on which we acted in purchasing these securities.

1926
MITCHELL METALCRAFT 75th YEAR
JUBILEE YEAR

Our Suggestion

We will be pleased to submit designs and specifications for any metal fittings and fixtures for banks, offices, hotels or public buildings.

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5% Interest Return

INVEST YOUR SAVINGS
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SECURITY

Paid-up Capital	$2,414,663.00
Reserves	1,100,000.00
Assets	6,184,420.00

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Current Events in Banking World

OUR BANKING IS VERY DECIDEDLY PERSONAL AFFAIR

If Nationalized, Loans Would be on Political Basis

The following arguments against nationalization of the banks of Great Britain are from an article by D. R. Hobson, appearing in the Financial Times, of London, with the assent of the National Association of Merchants and Manufacturers. There has been little heard in Canada of late about government banks.

The recent agitations were heard principally in Western Canada, and the government of Alberta was strongly urged by certain aggressive politicians, who clung to the Farmers' party, but were never recognized by it, to take the plunge. The government, a Farmers' government, appointed a commission of inquiry under Dr. McGibbon, and on the advice of his very comprehensive and intelligent report, refrained from adopting the proposal. However, there are recurring suggestions that to nationalize the banks and money would be to solve the country's economic ills—if any—and for this reason the general arguments here set down against the idea of nationalization have a live interest for those of the financial community and for business in general.—J.W.T.

The State, it is reasonable to suppose, would run the business of banking rather less efficiently than the present corporations run it, but the main case against bank nationalization is that banking in one of its aspects is an intensely personal affair. A nationalized bank could do a large part of the business of banking, but it could not lend money. No responsible banker will lend money to a customer unless he believes him to be an honest man, who will and can fulfil his engagements. His trust in his customer—the "credit" of the customer—is always the principal security. It is true that collateral security is usually required as well, and that bankers have developed a code of rules to guide them as to the nature of the collateral security which it may be desirable or undesirable to accept. But it is a fundamental element of the business of banking that a banker must always be in a position to refuse accommodation to a customer whom he does not trust or who, he believes, is overtrading or launching out into business which he is unlikely to carry through, arbitrarily and without reason given. That is a position which it is hopeless to be able to expect the State to adhere to.

Politics and Credit

Under the socialized system, credit policy will become a matter of wire-pulling and lobbying. The member for one constituency will want to know why A, Ltd., employing 5,000 of his constituents, was refused accommodation and was compelled, therefore, to resort to short time, while B, Ltd., in the neighboring division, got the credit it needed. Elections will be fought on the cry, "More credit for the cotton trade or the coal mines or the steel industry!" "Larger loans for brewers" will be the modern version of "Hands off the poor man's beer!" In America, where the Federal Reserve System falls far short of that thoroughgoing "nationalism" which the Labor Party is proposing for us, there are already—the system is only ten years old—disquieting evidences of its increasing permeation by politics. Continuous pressure by politicians has resulted in the exclusion of practical bankers from the Federal Reserve Board. The political power of agriculture has been employed to compel the appointment of a special representative of the farming interest to the board. Legislation regulating the nature of the credit grantable by the Reserve Banks, defining the "eligible paper" which the banks may accept for discount, betrays the growing ascendancy of sectional pressure over the recognized principles of sound banking practice.

There is, however, another very strong argument against bank nationalizatidon. Finance is an international business, and London is par excellence an international banking centre. A large part of the external trade of every country in the world is financed through possessors of sterling bank balances, which are the fruit of goods sold, or borrowers of sterling to pay for goods bought. This business is an intensely competitive one. The large banks of almost every country in the world have established offices in London in order that they may assist the trade of their own country and win for themselves the profits of financing it which would otherwise go elsewhere. How is a nationalized British banking system going to stand in relation to these foreign and Colonial banks? It is unthinkable that our Government could seriously limit or interfere with their activities, for that would destroy a very lucrative part of our national business.

The obvious and inevitable consequence of the competition of a system of government-owned banks, rigidly restricted in the type of business it could undertake, slow-moving and bureaucratic as every such system must be, with a group of individual banks unfettered, independent, intent on extending its activities and swelling its profts, would be that the former would lose business and the latter would win business.

BANK OF TORONTO OPENS BRANCH

The Bank of Toronto has opened a branch at Hudson, Ontario.

"As I Say—Not as I Do"

Calgary is in the throes of another oil boom. Memories are turning back to the hectic days of 1914. It was an interesting time for bankers and the following story is told by the former manager of a branch in one of the southern Alberta towns.

In this town, as in other parts of the West, the oil fever had taken hold and people were using everything they had in the way of assets to raise money to buy oil stocks. The managers of the five local bank branches united in carrying out a policy—favored by head office—that they would not loan one cent. for the definite purpose of buying oil stocks. There was, of course, no objection to a man investing his own money in the big gamble. In that case only advice could be offered. But where it was known that a loan was being asked for the definite purpose of purchasing stock it was refused. It was a perfectly good policy and the managers gained a reputation for conservatism—as well as the dislike of those who felt that the money interests were trying to prevent them from making a fortune. That is one side of the picture—but there was another side.

One day in Calgary two of the bank managers from this town were walking along the street and, turning a corner, bumped into the three other managers from back home. All five of these managers were in Calgary for one purpose—to buy oil stocks for themselves.

Of course the attitude of the managers to their customers had nothing whatever to do with what they did with their own money, any more than it did with what their customers did with theirs, but had the people in that Alberta town been aware of what each of the bank managers knew about the other in regard to oil stocks the latters' subsequent reputation for hard-headedness and sound judgment would have been a thing unborn.—J. W. T.

Bank Critics Fond of Comparing Technical Terms Not Comparable

"Par Collection" as Employed in Canada Not at All the Same as in the United States — Costs of Service to Customer Favorable in Canada

Last week reference was made to loose talking in comparing the banking systems of Canada and the United States, particularly by those who would create the impression that Canada would have much to gain and nothing to lose by changing the present order. In the following article some specific instances are dealt with showing how a discussion of certain features of the two systems may lead to entirely unsound conclusions when technical knowledge is lacking. This information should have particular value for bank managers who are such an important factor in creating a proper public understanding of banking matters.—J.W.T.

The great difficulty in making accurate comparisons between the banking system of this country and that of our southern neighbors, is that many of the phrases common to both systems do not have the same meaning north and south of the boundary. Critics of one or the other system who base their comments on a belief that a word or a phrase has the same meaning in both countries are apt to go astray.

One phrase in use in the United States, and frequently referred to here, is "par collection." In Canada the term collection usually is taken to refer to drafts drawn by business houses and others on their debtors, and which are lodged with a bank for collection, and par collection of these would mean that these items would be handled by the banks free of charge; a service which would be costly for the banks, and of doubtful value to the customers.

In the United States, where the so-called "par collection" is in vogue, it does not refer to drafts handled in this way. The custom of wholesale houses and others drawing on their debtors and lodging these unaccepted bills in the banks for collection is not in general use in that country. A wholesale house in the United States, which drew on its customers for the invoice price of a purchase, would soon find its trade vanish. The custom of the country is for the seller to carry the debt on open account, the debtor remitting at or about the maturity the debt in accordance with the terms of sale. At one time, the custom of giving notes for trade purchases was in general use, but, due to the growth of the system of giving liberal discounts for cash, it gradually came to be understood that the only firms who did not take advantage of cash discounts were those whose resources would not permit.

For this reason drafts drawn in this way do not have the same standing in the United States as in Canada. American banks do not as a rule accept for discount unaccepted bills, and as for acting as collection agents, the Federal Reserve Banks in many sections frankly state that they do not consider it the proper function of a bank. They do not forbid it, but require a standard position handling charge of from 15 to 25 cents per item, and payable in advance. This the customer pays, and when the items are paid, receives the proceeds less the regular charge of whatever collection agent to which the bank has forwarded the item.

Charge to Depositors

The term "par collection" in the United States refers only to the collection of cheques by the Federel Reserve banks for their member banks. These banks make no charge on out of town cheques sent to them by members of the Federal Reserve system, but this does not mean that no charge is made to depositors.

In most Federal Reserve districts, clearing houses print schedules of rates which banks must—not may—charge their customers on out of town cheques, charges ranging from 1/40 to 1/10 of one per cent. with a minimum of ten cents per item, and specifying how many days must elapse before such items sent to the Federal Reserve Bank for collection will be available to the depositing bank. This ranges from one day on items payable near at hand, to eight days on others payable at points so distant that it will require that length of time to present them. In each district certain cities are marked as points, items drawn on which it is discretionary with the bank to make a charge or not, but in no case, except with Federal government cheques, will the items be available to the depositing bank until the Federal Reserve bank has had time to collect them.

Advantages in Canada

Even in the case of cheques on banks in the same city, it is not usual to permit the use of the funds by the payee until the day following deposit, and the items have been cleared to the bank upon which the cheques are drawn. In Canada the custom is to permit the ordinary depositor, whose credit is satisfactory, to avail himself of the proceeds of cheques as soon as they are deposited, whether they are drawn on other banks in the same place or not. In the latter case a small commission is usually charged to cover the interests for the time the bank is out the funds, and the cost of collection. In other words the depositor receives a short date advance, and the charge is levied accordingly.

For instance, a business house has some bills due amounting, let us suppose, to $10,000, a deposit is made of this amount consisting of cheques drawn on other banks in town; the house is in good credit, and the deposit is placed to its credit, and when the maturing drafts are presented they are accepted and charged to the depositor's account. Now, whether the cheques are accepted by the bank upon which drawn or not, the bank with which they have been deposited does not receive actual payment for them until after they are cleared the following day, and it has, therefore, made an advance free of interest for that time.

As to Overdrafts

This is not the way they do it in the United States. Take New York City, for instance. There the funds would not have been available to meet the acceptances until the following morning, and the result is that those who have obligations to meet must deposit a day earlier than Canadian business houses. Also in the United States, the attitude of Federal and State bank examiners towards overdrafts is such, that, except in rare instances, these are not permitted. They hold the officers who permit them personally responsible, so that temporary accommodation in this way is not so easily arranged there as in Canada.

So far as "par collections" are concerned there is no objection to them whatever on the part of Canadian banks, provided, of course, that it is the American system that is meant, with its enforced standard charges for service, and deferred credit until collected on cheques drawn on out of town points.

It is not intended to criticize either of the two systems, or to attempt to show the superiority of one over the other, but merely to point out, to those who are anxious to institute comparisons, the advisability of making enquiry before drawing conclusions.

NEW IMPERIAL BANK BRANCH

A branch of the Imperial Bank of Canada has been opened at Hudson, Ontario, with J. W. Thomson in charge. Hudson is the nearest railway point to the new Red Lake gold area in the district of Patricia.

BANK CHAIRMAN 86 YEARS OLD

George F. Baker, chairman of the board of the First National Bank of New York, was 86 years old on March 27. He is still active at the bank. In February, Mr. Baker enjoyed an extensive trip through Florida, visiting the important resorts on both the west and east coasts.

Weekly Bank Clearings

(In comparison with the same week last year.)

EASTERN CITIES	April 2, 1925	Ap. 1, 1926
Halifax	$ 2,821,617	$ 2,500,853
St. John	2,280,050	2,349,247
Moncton	675,428	754,948
Quebec	4,806,920	4,378,278
Sherbrooke	822,380	780,194
Montreal	113,453,911	98,660,589
Ottawa	5,344,095	5,616,043
Toronto	92,300,030	83,641,921
Brantford	843,629	875,963
Windsor	2,815,577	3,166,116
WESTERN CITIES	**April 2, 1925**	**Ap. 1, 1926**
Winnipeg	53,869,818	38,342,263
Fort William	535,419	648,785
Brandon	481,970	425,950
Regina	2,706,576	3,375,666
Moose Jaw	881,264	853,218
Saskatoon	1,381,809	1,570,564
Pr. Albert	327,792	369,258
Lethbridge	389,303	450,154
Calgary	6,494,437	8,612,473
Edmonton	5,286,565	4,525,404
Medicine Hat	268,402	285,227
New Westminster	545,301	664,053
Vancouver	13,463,011	16,786,429
Victoria	1,799,640	1,906,190

A Service extending from Coast to Coast

The Canada Permanent Trust Company through its many branches, all over Canada, is able to manage your property and securities, collect your rentals and income from investments, pay your insurance and taxes, and remit to you your revenue. Our moderate charges are more than repaid you by the saving of your valuable time, and the economy and efficiency of our management.

If you wish to leave in our hands the choosing of your investments, you will find that our intimate knowledge of business conditions all over Canada, our conservatism, and care for your interests—will insure you both safety and profit in the employment of your money.

Directors:
W. G. Gooderham, *President.*
E. R. C. Clarkson, *Vice-President.*
George H. Smith, *General Manager.*
Col. A. E. Gooderham
F. Gordon Osler
William Mulock, K. C.
William Stone
George W. Allan, K. C. *Winnipeg, Man.*
A. B. Campbell, W.S. *Edinburgh, Scotland.*
N. Mackenzie, K. C. *Regina, Sask.*

THE CANADA PERMANENT TRUST Co.
Paid-up Capital One Million Dollars
HEAD OFFICE: CANADA PERMANENT BUILDING, TORONTO.
19

Staff Gossip

W. D. Ellis, for the past four years teller in the Woodstock branch of the Canadian Bank of Commerce, has been transferred to a Toronto branch of the bank.—Advertiser, London.

* * *

E. Brown, paying teller of the Bank of Toronto, has left Montreal, having been transferred to the main branch of the bank in that city.—Examiner, Peterborough.

* * *

Mr. Hayes, the new manager of the Standard Bank, has arrived in town, and is busy getting acquainted with the details of the local branch. The new manager comes from Killaloe.—Herald, Penetanguishene.

* * *

Announcement has been made of the retirement, after eight years as a bank manager in Woodstock and 41 years in the banking service, of C. W. Yarker, manager of the Woodstock branch of the Bank of Montreal. Mr. Yarker entered the Molsons Bank as a junior in the head office in Montreal, forty-one years ago, and remained there for twenty-five years, during which time he rose to the position of chief accountant.

He then became manager of the Brockville branch, from which he went to Woodstock eight years ago.—Advertiser, London.

To Sell is to Serve!

Idealism sometimes proves itself practical.

Graham Brothers Truck business was founded upon an ideal—"To sell is to serve."

Instead of merely building trucks for the "market," Graham Brothers analyzed the specific requirements of the many industries comprising the market—and supplied the exact type of truck best suited for each.

Built on a chassis that has won innumerable laurels for endurance, including an award for passing "impassable" roads in Russia, Graham Brothers Trucks have proved that they answer the great need of modern business.

Whatever the business, whatever the peculiar requirements, Graham Brothers supply it—*and service it* through Dodge Brothers dealers all over the world.

Thus the perfection of an ideal has brought to merchants a new and valuable service—and has made Graham Brothers the largest exclusive truck manufacturers in the world!

1-Ton Chassis - - $1350
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GRAHAM BROTHERS (CANADA) LIMITED
Toronto - Ontario
TRUCK DIVISION OF DODGE BROTHERS (CANADA) LIMITED

GRAHAM BROTHERS TRUCKS
SOLD BY DODGE BROTHERS DEALERS EVERYWHERE

WESTERN LIBERAL EDITOR SUGGESTS HIGH COAL DUTIES

Manitoba Free Press Asks Why Ontario Does Not Want Them

The Manitoba Free Press, the Sifton-Dafoe edited paper, that is considered in many quarters to be virtually the mouthpiece of the combined Liberal and Progressive forces, which control the government of Canada to-day, comes out with an indirect suggestion that high duties should be placed against American coal. If this were done, Canadian coal would have no difficulty finding a market in Canada, suggests the Free Press.

Its editorial reads:

"Certain Ontario newspapers and certain Ontario public men, mostly Conservatives, have been urging a national coal policy for Canada. Uncertainty of the fuel supply from the United States has made it necessary for both Ontario and Quebec to look around to see where they can get their coal, and various plans have been suggested for bringing coal from Alberta and Nova Scotia to the central provinces at a price that would give the Canadian product a chance to compete under normal conditions against United States coal. One suggestion that has been freely advocated is to strike a freight rate on Alberta and Nova Scotia coal that would lay it down in the central provinces at a price that would enable it to find a market among Ontario and Quebec consumers. Any money the railways might lose as a result of the stipulated rate would be made up out of the public treasury. The suggestion has also been made that if the coal were moving in sufficient volume, and had a steady market year by year, it would not be necessary to order a freight rate that was not economic to the carriers. The opinion has also been advanced that as the Canadian National Railways are owned by the country they should be put to work carrying coal at a low rate as part of a national programme for the benefit of both east and west. The matter has been discussed in parliament, and there have been strong expressions of opinion both in parliament and in the Ontario press that 'something must be done to give Canada a national coal policy.'

"It is rather remarkable that in all the discussion practically nothing has been said in Ontario and Quebec about making a market for Alberta and Nova Scotia in the central provinces by placing a heavy duty on American coal. If a tariff of two or three dollars a ton were placed on United States coal entering Canada, western and eastern Canadian coal would have no difficulty in finding a market in the central provinces. All the arguments used by Conservative speakers and by the Conservative press for a high tariff against foreign goods in order to retain the home market for Canadian products would apply to the coal business. As a matter of fact we have expected to find the Conservatives applying their tariff principles and arguing in this manner: The sale of Canadian coal in the central Canadian market would mean that the mines would be busier both east and west; more coal miners would be employed; the railways would have more traffic; more Canadian railwaymen would find employment; Canadian money would be spent in Canada instead of being sent to the United States; in fact, according to the protectionist theory, the price of Canadian coal would not advance, though we had a high tariff against the foreign product, because the increased home market would enable the Canadian coal mine owner to cut his costs of production.

"That is the theory on which the Easterners have attempted to get the West to consent to a higher tariff against all sorts of products made outside of Canada. We have been told that it was for our own good if we would buy at home, no mattter what the price, for we would be keeping our money at home.

"Well, why don't these fellows apply their theory to the Canadian coal industry? We do not imagine the coal mine owners would object, and if it is true that a tariff does not raise the price to the Canadian consumer, it is difficult to understand why the railways or the manufacturers or the consumers in central Canada should object.

"Or is it just possible that the manufacturers and consumers in Ontario and Quebec known down in their boots that a duty of two or three dollars a ton on United States coal will mean that coal would cost two or three dollars a ton more in central Canada? And are we to understand that these high tariff fellows down there are not willing to take a dose of the medicine they have so freely prescribed for the citizens of western Canada?"

NATIONAL BRICK CO. HAD DEFICIT IN YEAR

From Our Own Correspondent.

MONTREAL.—The annual report of the National Brick Company of La Prairie, for the year ending February 28, 1926, reveals a slight increase in the net profits, coupled with a deficit of $46,053 after payment of dividends. This compares with a surplus of $81,718 in 1925 after preferred dividends, but the dividend disbursements were more than doubled during the year. Profits available for dividends amounted to $187,719, as compared with $181,906 in 1925.

Changes in the balance sheet include a drop in the cash on hand which stood at $110,497 in 1925, and at the close of the last fiscal year is shown at $31,735. Inventories show an increase of some $60,000.

Other changes in the balance sheet were of a minor character. The working capital position shows a slight decline from the preceding year.

The profit and loss figures and the working capital figures over the past three years compare as follows:

	1926	1925	1924
Oper. profit	$259,507	$254,323	$223,784
Res. for renw.	50,000	x51,311	50,000
Balance	209,507	203,012	175,784
Income tax	21,788	21,106	18,247
Balance	187,719	181,906	157,537
*Dividends	233,772	100,188	......
Surplus	**46,053	81,718	157,537
Prev. surp.	313,681	231,963	74,426
P. & L. bal.	267,628	313,681	231,963

x Deficit.
* On preferred stock.
** Including $1,311 for bad debts.

Working Capital:

	1926	1925	1924
Curr. assets	$447,421	$455,144	$359,072
Curr. liab.	56,471	53,239	47,627
Net working cap.	390,950	401,905	311,445

SUN LIFE BROAD INVESTMENT PLAN STRESSES UTILITIES

Almost 50 Per Cent. of Securities Are Public Utilities

From Our Own Correspondent.

MONTREAL.—The annual report of the Sun Life Assurance Co. of Canada, which has just been published in pamphlet form, contains an analysis of the total assets of the company as at December 31, 1925.

The total assets shown on the balance sheet amount to $303,056,146. It is interesting to observe that the market value of the securities exceed the ledger value by $23,796,526; they are carried in the balance sheet at the market value less a deduction of $3,000,000 to provide for possible future fluctuation.

From an insurance standpoint the analysis of the company's assets accompanying this article is of great interest; but from the investors' standpoint the following analysis is even more interesting, for it shows only the company's holding of bonds, preferred stock and common stock and the approximate percentage invested in the various classes of these three securities. The only securities not included in the following are bank and trust companies' stocks, amounting only to $334,632, and first mortgage real estate bonds totalling $4,803,389.

		Approx. per cent.
Bonds		
Government	$35,567,790	19.
Municipal	16,007,834	9.
Railway	4,750,460	3.
Public Utility	34,279,136	18.
Tel., Tel. and Cable	1,304,937	.6
Navigation	344,568	.1
Industrial	18,276,540	10.
	$110,531,265	59.7
Preferred Stock—		
Railways	$ 55,134	.1
Public Utilities	19,459,013	10.
Tel., Tel. and Cable	791,760	.4
Industrial	9,004,221	5.
	$139,841,393	75.2
Common Stock—		
Railways	$ 155,433	.1
Public Utilities	19,700,077	10.
Tel., Tel. and Cable	15,015,307	8.
Industrials	13,360,845	6.7
	$188,073,065	100.

Places Sixty Per Cent. in Bonds

The foregoing shows the company's total investment in securites. Of the total funds available for such investment, the Sun Life has utilized 60 per cent. in the purchase of bonds, 15 per cent. in preferred stock, and 25 per cent. in common shares.

This proportion is one which might well be copied by all investors—it has worked out well in the case of the Sun Life and should do so elsewhere.

But apart from the percentage placed in the various grades of securities it is interesting to note the percentages invested in various types of business; for instance, almost 40 per cent. of these funds have purchased the securities of the public utilities. In industrials, the company has placed 21.7 of its funds. It is interesting to observe that if telegraph, telephone and cable securities are included with public utilities, almost 50 per cent. of these funds have been invested in public utility securities.

Other outstanding features of the company's investment policy are also revealed in the foregoing table and investors will be interested in the fact that 28 per cent. of the whole total consists of holdings of government and municipal bonds. Again, only one sixth of the total investment in bonds has gone into industrials. In the preferred and common stocks, however, the proportion in industrials shows a large increase.

The Foreign Exchanges

Conducted by S. J. ZACKS.

The sharp recovery of Canadian funds was one of the outstanding and most welcome features of the foreign exchange during the week. The premium on U. S. funds shrunk on Wednesday to 1/32 per cent. and many predict parity before the end of this week. There are numerous factors responsible for this quick and favorable turn. The approach of what will be probably the heaviest tourist influx from the U. S. will undoubtedly help to contribute toward a favorable Canadian export balance. The opening of navigation, with the export of wheat starting up too, will place many drafts at the disposal of Canadians. On April 1 the Canadian government paid off $70,000,000 note issue of which about $40,000,000 was refunded in New York. Since the first of the year, there has been $66,000,000 of gold shipment to New York, by the Canadian government. The major portion of the maturing obligations then of the Canadian government are taken care of. In addition it is expected that a considerable amount of American capital will flow to Canada for investment in the mines and other business enterprises.

For the first quarter of the year U. S. reports a gold import balance of $77,288,613, largely due to gold received from Canada. This heavy gold export balance has had some effect on the credit situation there.

The usual concentration of interest in the French and Belgian franc was evident. Belgian francs moved in a sensational manner on Wednesday, jumping 20 points and soaring 35 points above their recent low. The explanation for this sharp advance can be found largely in the unusually large amount of short covering. It is also contended that there has been considerable official support, while rumors of a new stabilization financing loan added strength. The official statements that an attempt would be made to return to the old stabilization point of $.0454 has been an important factor in this movement. French francs were also a few points higher in sympathy with the Belgian advance.

Sterling was firm, cables being quoted in New York at $4.86¼ to $4.86⅜.

Although German francs were slightly weaker, nothing of a serious nature is expected. The February report of the Agent General for Reparations indicated that foreign exchange transfer problems had not yet arisen in connection with reparation payments abroad. A large proportion of the payments has been made in kind, that is by the transfer of commodities. German exports too have absorbed payments to creditor nations; other sums have been paid in marks in Germany for administrations expenses, occupation costs, etc. Foreign exchange purchases have been necessary only for the service of the dollar loans.

NEW YORK FUNDS

	High	Low	Last Year High	Last Year Low
March 31	5-32	5-32	1-16	1-16
April 1	3-16	3-16	5-64	1-16
April 2	....	....	5-64	1-16
April 3	11-64	1-8	1-16	1-16
April 5	....	...	1-16	1-16
April 6	1-8	1-16	1-16	1-16
April 7	1-16	1-32	1-16	1-16

STERLING, FRANCS AND LIRE

	Sterling Close	Francs Close	Lire Close
March 31	4.85⅞	3.45	4.02⅛
April 1	4.85⅞	3.43½	4.02⅛
April 2	......	......	......
April 3	4.85⅞	3.45¼	4.02⅛
April 5	4.85⅞	3.49	4.02⅛
April 6	4.85⅞	3.47¼	4.02⅛
April 7	4.85 15/16	3.48	4.02⅛

FOREIGN EXCHANGE

Par		Close Mar. 30	Close Apr. 7
19.30	Italian	4.03	4.02½
23.82	German	23.85	23.81¾
32.45	Brazilian	19.24	13.84½
19.30	Belgium	3.71	3.91
49.85	Japan	49.85	46.20

Manufacturers Finance is Showing Rapid Expansion

The Manufacturers' Finance Corporation, which began business in a small way in May 1923, with a paid up capital of $20,000, which was increased to $1,152,810 at the end of January of this year, reports net profits for the thirteen months then ending of $124,213. Comparison of profits follows:

Net Profits

Year end. Dec. 31, 1923	$ 6,301
Year end. Dec. 31, 1924	62,523
13 mos. end. Jan. 31, 1926	124,213

The company's growth has been accelerated by taking over Credit Alliance Financial, Ltd., and the assets of the Dominion Finance Guaranty Corporation, Ltd. Gross discounts have grown from $49,104 shown in the first report to the end of 1923 to $1,508,290 at the end of January of this year. The company is now taking over the assets of the Brantford Finance Co.

The company's ratio of net profit earned during the past two years was over 13 per cent.

Alberta Municipalities Are in Excellent Shape

EDMONTON.—The report of the Department of Municipal Affairs for 1925 shows that the net revenue of the department for the year was $3,169,665. A total of 61 municipalities in the province did not borrow any money in 1925. Of the 108 which borrowed money, all but 28 repaid in full the borrowings made during the year. The villages of the province reduced their debenture indebtedness by twenty per cent. which allows for new issues to total $6,800. The towns reduced their indebtedness by ten per cent., this allowing for new issues totalling $30,975. The general condition of all municipalities is stated to be satisfactory.

The total amount of timber areas tax collected during the year was $21,116, compared with $10,313 in 1924. The wild land tax levy was made on a total of 5,054,524 acres, an increase of 660,334 acres over 1924. The total wild land tax collected was $561,904, an increase of $24,877 over 1924. During the year 27 parcels of farm lands were redeemed from tax sales and 56 parcels were sold. The total revenue under the Tax Recovery Act was $23,190. At the end of the year the province held title under the Tax Recovery Act to 493 parcels of farm lands comprising 61,264.66 acres, 4,480 lots and 22 blocks of land.

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Head Office for Canada: 90 St. James Street, Montreal
THEODORE MEUNIER, Manager
Fire, Automobile, Explosion, Windstorm, Sprinkler, Leakage
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COMBINED TOTAL ASSETS - $21,779,749.93
COMBINED TOTAL SURPLUS - $10,963,895.24

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"If I live to old age I'll be able to enjoy a well-earned rest.
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"The cost? Why, it actually works out at less than 2%, because the premium is only $202.00 a year for $10,000 protection and the annual dividends reduce this considerably.
"It certainly is different and I'm glad I've got it!"
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Tenth Annual Insurance Number

THE FINANCIAL POST

The Canadian Newspaper for Business Men and Investors

 PUBLICATION OFFICE: TORONTO, APRIL 9, 1926 Special Section 17-24

Ever Expanding in Service Canadian Life Insurance Companies at New Peak

Total in Force in Canada Now Over $2,000 Per Family

SALARY BUDGET PLAN

New Policies Developed to Meet New Needs as Widening Sphere of Life Insurance Service Attains Recognition

CANADIANS now have an average of about $450 per capita or $2,250 per family of life insurance in force. The total life insurance protection on Canadian homes and businesses amounted to $4,158,737,967 at the end of 1925.

Even after an apparent saturation point had been reached in life insurance in Canada, new records began to be piled up by the companies and 1925 saw more new life insurance written in Canada than in any previous year.

Why Insurance Has Grown

Continuation of aggressive and selling methods and spread of public understanding of the benefits of life insurance are largely responsible for the excellent record of service of the life insurance institutions of Canada. Other factors have been at work, one of which is the broadening of the recognized sphere of life insurance. Business now comes under its wing, where once the home alone was protected. New uses for life insurance are being given recognition and new policies are being developed to meet the specific needs of every individual or group of individuals.

Group insurance came to the front a few years ago, chiefly to enable employers to provide surety of prosperity to the families of their workers. In 1925, group insurance premiums brought $1,348,796 to the companies and the amount of group insurance in force at the end of the year in Canada was $141,089,290.

Salary Adjustment the Newest

More recently salary adjustment in insurance has been written on a plan that shares something of the collective spirit of group insurance and the personal element of ordinary life insurance. Under the salary budget plan, groups of employees of a single concern insure themselves, not under a blanket policy, but under individual policies that are provided at moderate rates, the premiums being paid direct to the company by the employer and deducted in weekly or monthly instalments from the pay cheques of the workers.

Development of the insurance program—the selling of insurance on a scale that provides a specific policy for every insurance need of the individual, has been a factor in awakening people to the need for more than very moderate amounts of life insurance and has helped to swell the striking total of insurance in force in Canada.

The advance in insurance has been made in the face of serious lapses in recent years, due chiefly to depressed business conditions throughout Canada. Conserving the insurance in force has been a heavy task for every company and has brought forth as much effort in some cases as is expended upon the writing of new policies. The companies trust that the brighter day, now dawning, will reduce this wasteful lapsation ratio.

Canada's life insurance record for the past four years is given in the following summary table:

PREMIUM INCOME	
1922	$106,886,700
1923	117,813,071
1924	129,495,331
1925	145,480,744
INSURANCE PAID FOR	
1922	$502,279,333
1923	548,640,800
1924	615,372,723
1925	713,482,755
INSURANCE IN FORCE	
1922	$3,171,388,996
1923	3,433,508,673
1924	3,763,997,565
1925	4,158,737,967
DEATH CLAIMS	
1922	$18,950,581
1923	21,040,421
1924	20,683,932
1925	22,911,276
TOTAL CLAIMS	
1922	$26,850,900
1923	28,996,241
1924	30,137,763
1925	32,105,869

Cut Out Special Rates for Total Abstainers

A large Toronto insurance company some 25 years ago took over another company which specialized in insurance for total abstainers. Those who complied with the conditions were given a 5 per cent. discount over other risks, and this plan of insurance has been continued right up to the present. From now on, however, all insurance is to be on one basis, with no reduction in premiums for total abstainers. Announcement to this effect will be made this week. The insurance company found by the experience of a quarter of a century that the information given to the company was not always reliable, and that those who answered the questions truly and said they were not total abstainers were penalized by having to pay a premium upon which there was no reduction.

Fire Insurance Companies Look For Better Year

Some Improvement Again Shown by Record for 1925

Fire insurance companies operating in Canada expect to begin to make money again in 1926. Following a period of very difficult conditions, when expenses were high, losses above normal and premium income reduced, they are entering a period when it is expected that expenses can be kept within bounds, premium income enlarged and losses very materially reduced.

They are not without their problems, however. There has been much discussion in the past year of the rates charged by fire insurance companies and, while the companies point to figures which indicate that their dividends amount to only a small percentage—from three to four—of the total premium income, there is nevertheless much criticism of them on the ground that too large a proportion of their premiums received goes into the more or less non-productive phases of acquisition cost, such as commissions to certain types of brokers, who perform but little service.

Canadian Companies Active

Strictly Canadian fire insurance companies have been active in advancing their claims for consideration, and are hoping to write a larger proportion of the insurance premiums of the country in the future.

The record of Canadian fire insurance for the past four years has been as follows:

NET PREMIUMS	
1922	$48,168,310
1923	51,169,250
1924	49,837,840
1925	51,027,062
GROSS PREMIUMS	
1922	$68,435,026
1923	72,933,734
1924	71,205,982
1925	75,021,284
GROSS POLICIES WRITTEN	
1922	$6,471,133,294
1923	7,311,735,110
1924	6,980,226,248
1925	7,650,550,799
NET AMOUNT AT RISK	
1922	$6,348,637,436
1923	6,806,937,041
1924	7,220,431,096
1925	7,594,590,429
NET LOSSES INCURRED	
1922	$32,848,020
1923	32,142,494
1924	29,247,450
1925	26,941,747

A record of the premiums and losses by provinces of the various companies is shown in the following table:

	Net Premiums	Net Losses
CANADIAN COMPANIES		
Alberta	$ 735,830	$ 298,543
B. C.	760,081	390,896
Manitoba	755,068	291,482
N. B.	339,169	217,735
Nova Scotia	370,226	210,682
Ontario	2,901,621	1,402,050
P. E. I.	41,149	8,219
Quebec	1,777,201	1,033,532
Sask.	1,015,816	494,244
Yukon	4,338	......
Total	$8,719,382	$4,355,958
BRITISH COMPANIES		
Alberta	$1,573,953	$ 688,263
B. C.	2,543,086	1,284,112
Manitoba	1,567,645	681,294
N. B.	955,831	570,994
Nova Scotia	912,092	464,998
Ontario	8,753,507	4,604,546
P. E. I.	123,375	28,814
Quebec	6,038,537	2,999,987
Sask.	1,528,195	705,026
Yukon	4,668	16
Total	$8,719,382	$12,054,316
FOREIGN COMPANIES		
Alberta	$1,448,611	$ 588,201
B. C.	2,425,593	1,606,313
Manitoba	1,513,402	788,032
N. B.	901,174	603,340
Nova Scotia	1,055,091	1,086,440
Ontario	6,310,963	3,244,038
P. E. I.	73,306	7,713
Quebec	4,960,623	2,969,731
Sask.	1,580,067	756,795
Yukon	2,750	794
Total	$20,271,385	$11,651,388
Totals, 1925	**$53,046,057**	**$28,061,662**
Totals, 1924	**$52,126,471**	**$30,649,795**

Insurance in 1925

Dominion Licensed Companies

	1924 Premiums	1924 Losses	1925 Premiums	1925 Losses
Accident, Personal	$2,653,618	$1,332,437	$2.780,170	$1,124,875
Other			758,162	242,407
Accident and sickness combined	1,380,026	681,032	1,464,601	721,388
Sickness	1,652,998	971,761	1,624,448	941,088
Automobile	3,812,984	1,721,827	6,950,358	3,456,271
Burglary	807,630	459,898	880,260	375,701
Credit	260,154	69,227	315,101	179,977
Earthquake			13,867	None
Electrical Machinery	49,480	19,437	89,412	18,278
Forgery	55,451	1,992	27,341	6,072
Fraud	26,462	7,027	15,415	5,146
Guarantee (Surety)	730,283	67,411	1,018,389	361,584
(Fidelity)	939,319	447,298	929,762	374,595
Hail	3,687,167	2,007,250	5,397,594	2,261,315
Inland Transportation	359,253	84,988	439,298	173,782
Liability	3,076,568	1,893,373	2,323,491	1,849,610
Live Stock	71,894	67,413	68,016	49,697
Plate Glass	571,857	198,481	569,529	212,593
Rain	47,390	40,888	31,595	17,129
Steam Boiler	296,034	60,684	412,972	22,398
Title	None	None	None	None
Tornado	121,608	27,475	179,928	30,196
Fire	49,833,718	29,186,904	51,027,062	26,941,747
	1924 Premiums	**1924 Claims, etc.**	**1925 Premiums**	**1925 Claims, etc.**
Life	129,495,331	30,137,763	145,480,744	32,105,869

Credit Insurance Builds Credit Standing and Is Good Friend of Credit Manager

Modern Conditions in Business Have Made Work of Credit Manager in Safeguarding His Firm's Finances More Complex—That is Reason for Insuring Credits

VIEWS OF AN EXPERIENCED CREDIT MAN

By FRANK J. AYEARST.

AS LONG as over ninety per cent. of the world's commerce is done on credit; as long as business continues to grow more complex; as long as competition becomes keener, not only of prices, but more particularly of terms: the credit man's position is going to continue to grow more difficult and responsible.

> The writer of this article is a former banker, who has recently been connected with a large Canadian company as credit manager.

In pre-war days, the percentage of customers who discounted their bills was much larger than it is to-day. Many of these have fallen over into the second class or instalment payers, and go to make up the great middle class of accounts. The third class risks are probably no more numerous than they have always been, and fortunately form a very small percentage of a firm's accounts receivable. It is not from the first and third classes of accounts that the credit man's troubles originate, but from the great middle class that make up the bulk of one's outstanding book debts. These are the ones with which the modern dispenser of credit is concerned.

Instalment Buying's Influence

It is not for us to discuss in this article the merits or demerits of instalment buying or often spoken of as "hand to mouth buying," but as long as people with "Ford incomes" continue to develop "Rolls-Royce tastes," the credit man must be cautious, thorough in his initial investigations, and never permit his efficiency to become dormant. For on his judgment and ability depends the successful culmination of the year's business. However, the Canadian credit man is confronted with a problem peculiar to present business conditions in Canada. For with orders under factory production, he is often called on to pass an order that he knows in his own judgment is extremely hazardous. The only protection heretofore, that he has to offer the company of these "shaky accounts," was to adopt collection methods, which to say the least were aggressive in the extreme. Unfortunate as the state of afairs may be, they are just what the average credit man is called on to cope with every day.

Then, too, he is obliged to rely almost entirely on the information obtained from his investigations, and for reasons too numerous to mention, this information is not always correct. Conditions in his customer's business at the time credit was passed, may entirely alter before payment is due. The credit man is thoroughly familiar with these two points, but there is another that is too frequently overlooked. After a most thorough investigation a credit man may feel confident that his customer is sound financially, but how is he to know that his debtor is going to exercise the same sound judgment in granting credit to his debtors? And the lack of sufficient care of one's debtors in extending credit is one of the most insidious causes of insolvency. For the failure of his debtor's debtors will eventually mean his own debtor's failure and a consequent loss to his company.

The "Slow Pay" Problem

All credit men are only too well acquainted with the "slow pay," who is slow, because his limited capital is tied up in loans in the form of merchandise to his customers; and unsecured loans at that. The majority of dealers, particularly in the smaller places are notoriously poor collectors. Rare, indeed, is the man who is simultaneously a successful salesman and an efficient collector. They both require a number of qualifications peculiar to themselves.

Among one's customers from time to time, conditions are arising over which the credit man has no control or information, and the wide awake man will take counsel with himself, and see that his methods keep pace with the modern demands. He will keep his mind alert and open to any new systems that are found in the business world which will tend to lessen the credit risk. We are all acquainted with the system of cash discounts, that was meant to encourage the customer to pay promptly and thereby reduce the risk. But, as we have already mentioned customers who avail themselves of this privilege are found in the minority and seem to become fewer as time goes on. Then came the reports and ratings of the Mercantile Agencies, and these along with the bank reports consti-

(Continued on Page 18)

Your Insurance Consultant

By W. J. BLACKBURN,
Secretary, Western Canada Insurance Club.

Insurance carries the greatest service in modern business. If the protection afforded by insurance was suddenly withdrawn, the wheels of commerce would stop. The banker would call in his loans and the farmer could not move his crop, all because in these modern days business moves on credit, and without the protection afforded by insurance, credit in any large measure would be impossible.

The service of insurance is brought to the public's door by the local agent. The modern agent is a specially trained expert, ready at the public call to counsel and advise on methods and forms of protection and also to provide ways and means of rate reduction. The agent should be consulted with reference to the business life of any commercial undertaking as often and as regularly as the doctor in connection with personal health.

Keen Competition Is Marked Feature of Auto Insurance; New Elements Enter Field

Head of Tariff Companies Association Outlines Views of His Companies on Problems of the Moment — Opposes Compulsory Liability Insurance

SMALL PROPORTION OF CARS INSURED

By V. EVAN GRAY,
Chairman and Counsel, Canadian Automobile Underwriters' Association.

AUTOMOBILE insurance is receiving a large share of public attention at the present moment. This is not surprising. In a period of fifteen years it has grown from a position of negligible importance to the place of third largest premium-producing line of insurance in Canada. Only life insurance and fire insurance are greater. In 1910 the premium income of the seven companies which wrote the business in that year was approximately $80,000; in 1925 the premium income of the one hundred and fifteen companies writing this class of business amounted approximately to $7,355,000.

The business does not yet approach its potential volume. Figures have been published in The Financial Post and elsewhere estimating that the insured business is in the neighborhood of 15 to 20 per cent. of the available insurable business. While all such estimates must be accepted with reserve and critically considered, there is no doubt of the truth of the main conclusion that automobile insurance has not yet realized even a reasonable expectation of its potential volume.

Automobile insurance is usually sold in small packages. Ordinarily, individual cars are the subject matter. Even in fleets of cars, the aggregate liability is, comparatively, small. An insurance company can safely insure an unlimited number of small risks, at an adequate rate, so long as concentration of hazard and consequent exposure to conflagration or catastrophe is avoided. Therefore, a small number of companies are quite capable of handling effectively and economically all of the automobile insurance business available in Canada.

From the line of policy adopted by some companies, a considerable number of them appear to believe that they ought to be elected to discharge this pleasant and profitable (?) duty to the exclusion of all others and so there has resulted an extraordinarily keen competition between the companies participating in the business to secure a large share of premium volume. This has undoubtedly led to unwholesome conditions in the business which will eventually bring disappointment and grief to insurance companies, agents and public.

In this competition, there has been a concentration on premium cost as a sales argument with a resultant neglect of the other features of a full protection service. Adequate attention to insurance costs is an economic necessity of sound development, but over-emphasis, particularly as a competitive feature, is a very destructive influence in insurance development. The business is suffering at present from this over-emphasis.

Work of Association

The study of automobile insurance costs is the chief function of the Canadian Automobile Underwriters' Association, with which I am associated, and this organization is gathering increasingly valuable information and statistical data which will enable the ascertainment of reasonable and adequate premium rate levels to meet both the public interest and the insurance company's interest in the business. Space does not permit a thoroughgoing presentation of the conclusions to which our study leads, but it may be sufficient to say that, so far as the public interest is concerned, the insured is receiving extraordinarily low cost protection at present rate standards. The prevailing costs in Canada are substantially lower than those required for similar protection in comparable territories in the United States. So far as the insurance company's interest is concerned, only the very skilful underwriter is able to make a profit for his company on automobile insurance business at present rate levels. It is impossible to speak positively from the limited information at present available, but apparently more than forty companies out of the one hundred and fifteen in business last year lost money in their automobile insurance departments.

Such a condition does not, however, warrant a pessimistic view. It was probably inevitable, in view of the extraordinary rapidity of growth in volume of the business. One may assert with confidence that experience will soon eliminate unsound practices and it may also eliminate from the field those persons or organizations which are responsible for them.

Against Compulsory Insurance

Not only in Ontario, but in other provinces, one hears vague suggestions of legislative requirements of compulsory automobile insurance or state fund plans of indemnity for persons injured by automobiles. I hope, and believe, that in Ontario at least, the public will not be incontinently rushed into legislative action of this kind without carefully considering all the factors involved. It will surely be wise to let other jurisdictions experiment with such doubtful undertakings. Perhaps by so doing, Ontario can avoid the unhappy effects which follow overindulgence in socialistic intoxicants. Workmen's compensation insurance on the state fund plan, even when successful, provides no precedent for imposing upon the public purse a cost which is not related in any way to industry or to any definite productive enterprise with which the cost can be associated.

Motor Companies Compete

A new phase comes over the automobile insurance business with the entrance of the motor manufacturing companies into the field of active competition with insurance companies. One of the largest automobile manufacturing organizations in Canada and the United States, has initiated this phase by incorporating and placing in business a duly licensed insurance company. This corporation enters the field this season with controlled business of parent corporation available to it, which includes all automobiles purchased on the time payment plan through the financing of the corporation's automobile finance company. The corporation announces that it enters the field for the purpose of simplifying insurance protection of the interests of the finance company and reducing insurance costs to the purchaser of the cars, in order that, thereby, the parent company may sell more automobiles. Two important features of their operations are the "controlled" business and the elimination of the insurance agent.

I regard this undertaking as an experiment and refuse to undertake to prophesy its fate. The degree of success, which it will achieve, will be measured by the efficiency of its operation. At the same time, I recognize the importance of the experiment to the future course of development to the automobile insurance business. Both insurance companies and insurance agents have competitors in this new enterprise which will test the merits of their own systems.

Prospects are Now Good

The prospects for 1926 in the automobile insurance business are good. Almost every department of Canadian business has entered 1926 with a pronounced feeling of optimism. The insurance business shares the same hopeful attitude. I expect the 1926 season will produce a stabilization of the automobile insurance business conditions, which is the element most greatly needed and desired to improve the present condition.

LIFE INSURANCE LESS POPULAR IN BRITAIN

Total in Force Ten Billions, Which is Less Per Capita Than in Canada

Life insurance now in force in Great Britain and Ireland has reached the total of $10,000,000,000. according to figures recently received from London. This is exclusive of the government old-age pensions, war pensions and health and unemployment doles, on which about $650,000,000 was paid during 1925. It also does not include the $100,000,000 British industries will be required to take out to protect their wage-workers under the new pension act which went into effect last February.

While $10,000,000,000 seems a large sum to the actuaries, it figures out to only $200 per capita, or about one-half the per capita sum in Canada and about one-third the per capita insurance in the United States. Various explanations have been given for the differences in the level of insurance between Great Britain and Canada. Company officials are inclined to blame too much government competition. The various pensions and doles have virtually insured the workers against sickness, disability, unemployment and accidental death.

Other observers, however, blame the government less and the companies' methods of doing business more. British companies do not go out after business as do Canadian companies. Aside from the industrial companies, they make less systematic effort through advertising and trained salesmen to spread their business. A man may live in London ten years, it is said, and never be approached by an insurance canvasser.

Ordinary Life Is Best Insurance For Young Men

Such is View of Western Life Insurance Manager—Selling Right Policy is the Best Way to Cut Down Lapse Ratios

By ARCHIBALD McTEER,
Manager, South Alberta Division, Sun Life Assurance Company, Canada.

SELLING the right policy is a subject of great importance that has been, and is, engaging the most serious thought of the management of life insurance companies and of life insurance salesmen. Great progress has been made, particularly in the last few years, in training and educating life insurance salesmen with a view to making them more competent advisors to their clients in their selection of suitable policies, adaptable to present and future needs.

I believe the average life insurance salesman, who is making this calling his life's work, is well able to give competent advice to his clients, provided his client will give to him his full confidence and a complete statement of his present needs and future ambitions.

Likened Unto Lawyer

This information is as necessary to the life insurance salesman as it is for a person to give to his lawyer the full particulars of the case involved. A lack of information on the part of the life insurance agent regarding his prospective client is usually responsible for the wrong policy having been sold. From this source comes a large portion of lapsed policies, which are very unprofitable to the assured, the company, and especially the salesman, whose success largely depends on the permanency of the business sold. A lapsed contract is a loss to all three concerned.

What is the best policy to sell? That will depend on the information the salesman has regarding his prospective client. Generally speaking for young men, single or married, whose futures are in the making, and whose liability is unascertainable, the writer would recommend the ordinary life plan with profits, preferably, on account of its adaptability to various changes, without any loss to the assured.

Advantages of Ordinary Life

The company in issuing this contract has given to the assured their best medical selection. If the assured prospers and wishes to convert this plan to an endowment, or any higher premium plan of insurance, this may be done by paying the difference between the premium of the present policy and the one desired, with the current rate of interest. No medical requirements are needed.

I particularly recommend the profit-bearing plan of the standard companies; profits allotted annually. These, if left on deposit with the company, will be increased by a substantial rate of interest—and form for the assured a reserve in the event of his being unable to meet his premium in any one year. These profits could be used for that purpose or to increase the face value of his policy; or, in lieu of either of these, to reduce the premium paying period of the policy; or if left to accumulate to convert the policy into an endowment.

From personal observation, I can say that this contract has a longer life on the company's books than any other particular plan, which would indicate that, generally speaking, it meets the requirements of the average man to a greater extent than any other plan of life insurance.

Policies for Older Men

To men of forty, and older, who have largely passed the experimental stage in life, one can with greater certainty offer different plans of insurance that would successfully meet the needs of such clients.

From the above remarks it is evident, therefore, that the life insurance salesman, to be successful in serving his clients, must necessarily be a well-qualified insurance man, and be prepared to offer professional advice. To do this he should thoroughly understand the following plans, which are specially adapted to serve his clients:

Program insurance
Business insurance
Corporation insurance
Group insurance
Succession duty tax insurance
Children's insurance
Educational insurance
Monthly income insurance
Old age pension insurance, etc.

These are some of the life companies' service policies, and every representative who considers himself competent to give advice should be thoroughly conversant with the advantages offered by these plans. Service to, and knowledge of his clients, which is the imperative duty of the agent to know and to offer, will result in satisfied policyholders, and will go a long way towards eliminating lapses, which are so detrimental to the best interests of the assured, the company and the agent.

Credit Insurance Builds Credit Standing and is Good Friend of Credit Manager

(Continued from page 17)

tute the substantial part of the information on which the credit is judged. These various reports are very helpful, but failures in business have kept pace with all our attempts to curtail the risk. The liabilities of the 2,915 business failures in Canada in 1923, reached the impressive total of $51,416,766.

Place for Credit Insurance

This brings us to the newest form of protection available to credit men—credit insurance. And it is the least understood, and most misunderstood of all forms of protection originating in the realm of insurance. This may be due in a measure to the fact that at the outset, some of the policies were narrow and had certain objectional features that time has gradually eliminated. But the prejudices formed by certain credit men then, have not been so easily cured. But surely, no credit man would want to have it said of him: "He does not like credit insurance, because he does not know it; and he does not know it, because he does not like it."

Then there is the credit man, unworthy of our consideration here, who is afraid that his services will not be quite so indispensable to his company if the credit risks are covered by insurance. He is like the watchman, who might have a kindred feeling, because the buildings are covered with fire insurance. To that man who is so short-sighted, all one can say is that some day his chief will find out for himself the truth about credit insurance, and he will feel he can dispense with the services of the indispensable. So as a matter of self-preservation, the credit manager owes it to himself to investigate the merits and demerits of credit insurance and see what it can do for him and for his company. If he approaches the subject with an open mind, he can't help but admit that the need of further protection exists. The man who builds a thoroughly fire-proof building, does not dispense with the protection of fire insurance. But he does get a better rate, and so does the business that takes the same precautions in granting credit. When you bond an employee, it is not because you feel he is going to turn out dishonest. For if you felt that way, you would never hire him in the first place. Neither do you, knowingly, sell goods to a man who is likely to turn out dishonest, inefficient or who has any of the earmarks of becoming insolvent. But, the fact through unknown circumstances and conditions, employees do turn out dishonest, is frequently shown; and apparently sound credit risks startle you some morning by filing a petition in bankruptcy. So, if the reader admits the need, the next step is to find out what credit insurance is, and what it can do for you.

Credit insurance was created for the purpose of preventing or else paying losses which are in excess of the normal expectancy inherent in each separate line of business, and which are the result of insolvencies of one's debtors. The credit man whose employers secure their working capital through the discounting of their customer's paper, have no doubt had the bitter experience of attempting to take up an insolvent customer's paper, that one may have had under discount with one's bank, to the extent of several thousand dollars. This means one has to find new paper acceptable to the bank for a like amount, or else find the cash. Either is no doubt extremely hard to do, and in a case of this kind, credit insurance is the credit man's salvation.

Mention should be made of a point too often lost sight of, not only by the credit man, but by the chief, himself; and that is the effect of one's credit policy on his company's credit status, particularly with his bankers. In the medium and smaller companies the credit man probably handles the collections as well; and if his company finance their business by discounting all of their customers' paper, he will also assume the responsibility of financing the business. Is it not natural, when the bank makes it possible for you to extend this accommodation to your customers, that they are vitally interested in your credit policy? For rather obvious reasons your credit well-being spells their safety. To go into detail would make an article itself, but the point is that this consideration should be kept constantly in mind in laying out one's credit policy. Credit insurance, or any other system of protection that insures one against unforeseen losses arising through insolvency, dishonesty or general unworthiness of one's debtors, if applied, will react most favorably on one's own credit standing.

Friend of Credit Man

The purpose of credit insurance is to protect one against the unexpected happenings resulting in losses over which the credit man, no matter how sound his judgment may have been in the original granting of credit, has no control. Credit insurance is really the best friend a credit man has, and he will probably find it so, if he goes into it half as carefully as he does into a customer's standing before extending credit. Companies make ample reserves for what experience has taught them to expect as a normal loss, but if some unusual conditions develop over which the credit man had no control, no information or wrong information, and his company is obliged to shoulder loses in excess of the normal reserve, he may suddenly find that his "stock" is selling away below par in the market operating behind the door marked "President's Office."

On the other hand, if he has shown himself progressive, and his methods thoroughly modernized so as to protect the business against just some such unforeseen loss; he will be given credit and his "stock" may even go to a premium. Even at this late date there are people who do not believe in life insurance, and there are many credit men who do not believe in credit insurance. But after a careful survey we think that the vast majority of these non-believers are among the prejudiced class "who do not like credit insurance, because they don't know it; and don't know credit insurance, because they don't like it." This is not an appeal for credit insurance, the writer's stand is entirely neutral, but every credit man, if for no other reason than that of self-preservation, should go into the matter with his habitual care, size it up for himself, and see if it is not adaptable to his own specific problem and needs.

Credit Premiums Reach Total of Over $315,000

Credit insurance has received a very satisfactory welcome from Canadian business men, since being introduced into Canada a few years ago. For 1925, premium income of the two companies in the field reached the satisfying figure of $315,101. One company, the American Credit Indemnity Company, wrote $225,136 of premiums and the other, the National Surety Company, which operates a credit department in connection with many other lines, wrote $89,965 of premiums.

Not a Dollar Paid Out for Earthquake Losses

The earthquake scare in Quebec province two years ago made many people think about the possibilities in earthquake insurance and a number of insurance companies took out Dominion licenses to write this class of cover.

Earthquakes are, however, few and far between, and while the companies took in $13,867 of premiums in 1925, most of this went into their reserves against some possible future calamity and there was not a single dollar of losses paid out.

Live Stock

(Abstract of 1925 Experience of Dominion Companies.)

Companies	Net premiums written $	Net losses incurred $
Canadian General	17,501	16,595
Hartford Live Stock..	42,231	30,033
Yorkshire	8,284	3,069
Totals	68,016	49,697

Rain

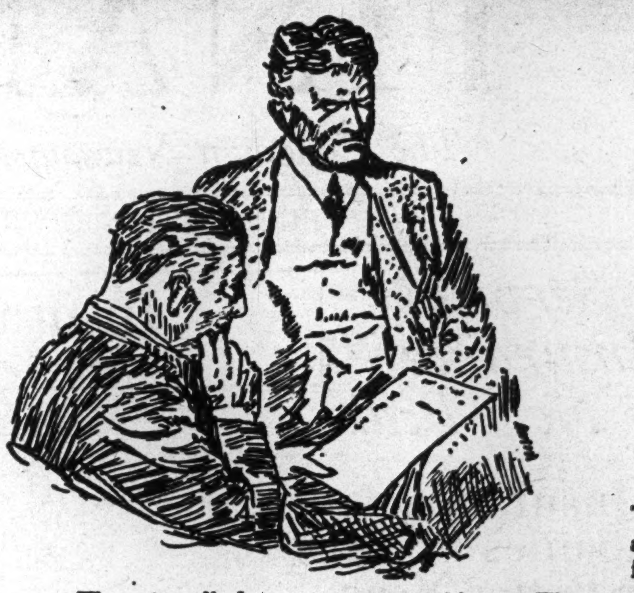
Companies	Net premiums written $	Net losses incurred $
Hartford Fire	19,543	11,145
Home	12,052	5,984
Totals	31,595	17,129

Dominion licenses have been issued to American Alliance Insurance Co. to write tornado insurance; to London-Canada Insurance Co., to write insurance against damage to property of any kind caused by explosion; to Canadian Indenity Co., to write inland transportation insurance and plate glass insurance.

Commercial Union Assurance Company
Limited of London, England
Head Office, Canadian Branch
Commercial Union Bldg. Montreal
W. S. JOPLING, *Manager.*
HALBERT J. KERR, *Assistant Manager.*
Toronto Office:
49 Wellington St. East
GEORGE R. HARGRAFT, *General Agent for Toronto.*

Palatine Insurance Company, Limited
Head Office, Canadian Branch
Commercial Union Bldg. Montreal
W. S. JOPLING, *Manager.*
HALBERT J. KERR, *Assistant Manager.*
Toronto Office:
60 King St. West
JONES & PROCTOR BROS., LTD., *Agents.*

COUPON SAVINGS
(20-PAY LIFE) AGE 30, ANNUAL DEPOSIT, $184.00.
BENEFITS—$5,000 for natural death. $10,000 for accidental death. $50 a month for total and permanent disability with all future premiums paid by Company and $5,000 paid dependents at your death. $24.75 in dividends at beginning of second year and increased dividends every year thereafter.
Ask your nearest Northern Life Agent about this attractive plan, or write our Home Office.
The NORTHERN LIFE ASSURANCE COMPANY OF CANADA
LONDON, ONTARIO — ESTABLISHED, 1897



A True Business Story

Two business men in Toronto adopted several safeguards for protecting their business.

They installed automatic sprinklers. They bought a cash register and a cheque protector. They bonded their employees. They carried fire policies. They bought an expensive safe. In fact, they adopted nearly every safeguard that they could think of, and felt sure that nothing less than an earthquake could interfere with their progress and prosperity.

Business was good and the bank and the wholesale houses were giving them considerable credit.

BUT SOMETHING HAPPENED!

—something they had not counted on. Pneumonia carried off one of the partners.

And then—the wholesale firms made inquiries as to whether the business was to be continued. The bank asked to have a note taken up at maturity without fail. The widow decided to withdraw her late husband's share of the business. To make a long story short, the business was closed at a loss to the surviving member, a loss to the widow, a loss to the bank, a loss to the creditors, in fact, a loss to all concerned.

The partners had overlooked one of the most important means of protecting their business—A Canada Life Business Insurance Policy.

THE BUSINESS COULD HAVE BEEN SAVED

The spot cash in a business life insurance policy would have cleared off the bank note in full. The widow would have received the value of her husband's share without loss. The creditors would have been satisfied. And the surviving member would have had surplus cash on hand.

It is not worth your while taking chances—Ask for a business insurance proposition today.

Write Service Department

Canada Life Assurance Company
Head Office - Toronto, Canada
7

Established 1836
Entered Canada 1851

Total Assets Exceed $110,000,000
Losses Paid Exceed $600,000,000

THE LIVERPOOL & LONDON & GLOBE INSURANCE COMPANY, LIMITED

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Maritime Provinces Branch — 118 Prince William Street, St. John, N.B.
Western Ontario Branch — Metropolitan Building, Toronto, Ont.
Northwest Provinces Branch — Garry Building, Winnipeg, Man.
British Columbia General Agency, Ceperley, Rounsefell & Co., 846 Hastings St. West, Vancouver, B.C.

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Fire, Sprinkler Leakage, Limited Explosion, Tornado and All Casualty Lines.
LEWIS LAING, *Manager*

The Forests of Canada Are Her Greatest Natural Wealth.
FIRE IS THE FOREST'S GREATEST ENEMY.—PREVENT FIRE.

THE COMPANY WITH THE L & L & G SERVICE
THE CENTRAL INSURANCE COMPANY LIMITED
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Head Office for Canada
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Metropolitan Building, Toronto, Ont.
Garry Building, Winnipeg, Man.

A CANADIAN COMPANY
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Also
Ceperley, Rounsefell & Company, 846 Hastings St. W., Vancouver, B.C.
FIRE, SPRINKLER LEAKAGE, TORNADO, RIOT, CIVIL COMMOTION, EXPLOSION, AUTOMOBILE.

Fraternal Insurance

(Abstract of 1925 Experience of Companies Operating Under Dominion License.)

Life Insurance

Canadian Societies

Society	Premiums paid by members	New Certificates issued	Certificates in force	Certif's. claims	Benefits paid Death claims	Benefits paid †Other benefits
Alliance Nationale—						
(a)	$556,906	$1,932,250	$24,926,060	$330,702	$226,695	$172,313
(b)	45,879	518,250	2,081,539	19,200	18,700	8,813
(c)	602,785	2,450,500	27,007,599	349,902	245,395	181,126
Anc. Order of For.	97,748	183,760	3,467,508	35,894	31,251	27,153
Artisans Canadiens Francais—						
(a)	494,402	1,912,069	29,669,574	405,767	386,662	27,219
(b)	244,529	1,103,703	14,647,089	121,993	117,941	3,887
(c)	738,931	3,015,772	44,316,663	527,760	504,603	31,106
Can. Woodmen of the World	99,735	535,000	5,689,400	108,500	109,544	5,500
Catholic Mutual Benefit Ass'n.	165,396	169,500	5,972,933	157,836	151,455	.....
**Comm. Travellers' Assn. of Canada.	162,373	*	*	*	98.753	.....
Commercial Travellers' Mut. Ins. Society	46,149	115,000	2,027,350	27,000	27,000	.....
Ind. Order of Foresters—						
(a)	956,904	10,487,000	54,919,097	1,153,754	617,097	547,137
(b)	1,810,751	8,823,698	94,208,272	1,874,289	1,281,116	618,569
(c)	2,767,655	19,310,698	149,127,369	3,028,043	1,898,213	1,165,706
Grd. Orange Lodge, Brit. America	105,478	276,500	3,681,700	33,000	39,333	......
Total, 1925—						
(a)	2,685,091	15,611,079	130,353,622	2,252,453	1,687,790	779,322
(b)	2,101,159	10,445,651	110,936,900	2,015,482	1,417,757	631,269
(c)	4,786,250	26,056,730	241,290,522	4,267,935	3,105,547	1,410,591
Total, 1924—						
(a)	2,677,531	11,248,618	127,279,426	2,325,812	1,692,728	759,812
(b)	2,047,327	10,227,418	112,067,349	2,007,365	1,348,471	674,485
(c)	4,724,858	21,476,036	239,346,775	4,333,177	3,041,199	1,434,297

(a) In Canada; (b) Out of Canada; (c) Total business; ** Date of return, November 30, 1925.
*Amounts cannot conveniently be given as full benefits are applicable only to members who have completed fifteen years or more of continuous membership.

Foreign Societies

Society	Premiums paid by members	New certificates issued	Certificates in force	Certificate claims	Benefits paid Death claims	Benefits paid Other benefits
Association Canado-Americaine	$46,107	$56,600	$2,403,420	$18,407	$16,751	$ 300
Brotherhood American Yeomen	24,515	644,000	18,325,638	413,081	316,301	39,729
Cath. Ord. of Foresters	489,254	1,216,000	18,325,638	413,081	316,301	39,729
Expressmen's Mutual Ben. Association	2,626	.....	96,500	1,000	1,000	.....
Jewish National Workers' Alliance	3,150	72,500	298,350	750	750	...
Knights of Columbus	105,389	1,206,000	9,722,902	43,498	45,530	...
Knights of Pythias	19,708	81,500	943,870	4,881	7,881	...
Ladies Cath. Ben. Assoc.	7,719	24,500	343,000	4,500	4,500	...
Maccabees	194,842	926,000	6,314,728	99,241	90,902	5,273
National Fraternal Society of Deaf	1,787	4,500	74,000	......	......	......
Royal Arcanum	164,519	110,500	4,530,213	119,285	107,852	4,336
West. Mut. Life Assoc.	81,140	1,277,000	8,904,000	84,000	82,000	6,806
Woman's Benefit Assoc. of the Maccabees	34,931	379,700	2,471,977	20,000	17,150	8,210
Women's Catholic Order of Foresters	4,806	11,016	262,627	1,000	1,000	542
Workmen's Circle	4,495	......	251,100	800	800	...
Total, 1925	1,184,988	6,000,816	56,269,619	813,443	695,117	65,196
Total, 1924	1,261,571	6,273,200	56,493,302	819,332	798,141	75,887

Sickness, Accident and Funeral Benefits

Canadian Societies

Society		Premiums paid by members	Number of certificates: New issued	Terminated*	In force	Benefits paid: Sickness	Funeral	Accident
Alliance Nationale	(a)	$171,370	$1,272	$ 4,036	$ 19,194	$141,137	$	$.....
	(b)	12,169	277	400	1,264	9,405	....	.....
	(c)	183,539	1,549	4,436	20,458	150,542	....	.....
Ancient Order of Foresters		46,505	299	1,095	11,551	2,832	18,250	.....
Artisans Can. Francais	(a)	122,226	1,616	2,172	26,260	133,160	....	.....
	(b)	60,943	895	460	13,435	44,857	....	.....
	(c)	183,169	2,511	2,632	39,695	178,017	....	.....
Can. Woodmen of the World		6,180	182	142	1,070	4,110	350	.....
Catholic Mu. Benefit Asso.		4,732	122	162	826	3,351	....	.....
In. Order of Foresters	(a)	146,825	800	2,274	23,796	126,649	10,782	.....
	(b)	60,959	260	817	9,539	48,023	4,703	.....
	(c)	207,784	1,060	3,091	33,335	174,672	15,485	.....
Total, 1925	(a)	497,838	4,291	9,881	82,697	411,239	29,382	.....
	(b)	134,071	1,432	1,677	24,238	102,285	4,703	.....
	(c)	631,909	5,723	11,558	106,935	513,524	34,085	.....
Total, 1924	(a)	504,166	7,002	11,887	87,785	409,201	28,347	.....
	(b)	138,190	1,569	2,491	24,366	102,694	4,829	.....
	(c)	642,356	8,571	14,378	112,151	511,895	33,176	.....

(a) In Canada; (b) Out of Canada; (c) Total business; *By death and lapse.
*By death and lapse—

Foreign Societies

Society	Premiums paid by members	Number of certificates: New issued	Terminated	In force	Benefits paid: Sickness	Funeral	Accident
Asso. Canado-Américaine	$ 9,652	55	187	1,871	$ 11,274	$	.....
Jewish Nation'l Work's' Alli.	2,506	129	106	534	2,729	....	.....
Maccabees	18,138	572	803	1,995	17,772	275	.....
Nat. Frat. Soci. of the Deaf	240	*	*	*	60	....	.....
United Com. Trav. of Amer.	29,788	708	361	3,926	.....	....	38,986
Workmen's Circle	3,751	...	41	748	3,480	....	.....
Total, 1925	$64,075	1,464	1,498	9,074	$ 35,315	$ 275	$38,986
Total, 1924	60,839	1,556	1,824	8,843	33,291	1,250	13,500

*This society does not issue separate sickness and accident certificates. Such benefits are a normal incident of membership.

The Fire Insurance Company
OF CANADA
HEAD OFFICE: 77 St. John St., Montreal
"One of the very few remaining Canadian Companies"
HON. SENATOR DANDURAND, *President.*
J. E. CLEMENT, *Managing Director.*

An Agent Writes:
"The Union's reputation for square dealing helped me to get this application"
A simple little statement in itself yet replete with significance.
Union Assurance Society
Limited, of London
T. L. Morrisey, *Resident Manager,* Montreal
Thos. Bruce, *Branch Manager,* Winnipeg

Inland Transportation

(Abstract of 1925 Experience of Dominion Companies.)

Companies	Net premiums written $	Net losses incurred $
Ætna Insurance	2,430	199
Alliance Insurance	866	170
American and Foreign	7,655	14,159
Automobile	22,888	7,765
British America	6,252	5,211
Brit. & Foreign Mar.	1,911	589
British Oak	5,574	2,262
Columbia	9,875	330
Continental Insurance.	145	1
Dom. of Can. Guar. & Accident	3,109	1,815
Fidelity-Phenix	422	6
Fireman's Fund	3,947	697
Gen. Acci. Fire & Life	127	None
Glens Falls	1,116	454
Globe & Rutgers	5,364	1,216
Great American	65	6
Guard. Ins. of Canada	4,230	6,058
Hartford Fire	64,309	42,952
Home	13,238	851
Ins. Co. of N. America	32,286	11,526
Ins. Co of St. of Penn.	56	None
London Assurance	18,114	4,184
Marine	84,508	9,622
Nat. Fire of Hartford	30	None
New Hampshire	—11	456
North British	579	None
Northern Assurance	1,775	650
Providence Wash.	786	158
Queen	3,781	1,369
St. Paul	71,681	27,957
Scottish Metropolitan.	12,582	9,675
Standard Marine	565	None
Tokio	6,289	4,632
Union Assurance	3,885	120
Union of Canton	18,491	2,144
Union Marine	4	None
U.S. Mer. & Shippers	17,367	7,609
Western Assurance	11,069	8,319
World Fire & Marine.	176	None
World Marine & Gen.	1,762	650
Totals	439,298	173,782

Insurance Problems

Insurance questions of general interest, submitted by subscribers of The Financial Post will be answered in this column, in which case only initials will be used. Other inquiries will be answered by mail. A three-cent stamp should be enclosed to cover a direct reply.

Canadian Fire

Reader, Toronto.—Who are the Canadian Fire Insurance Company? How long have they been in business? What is their financial position?

The Canadian Fire Insurance Company has been in business since 1887. It is well regarded, and shows in its balance sheet considerable financial strength. The company is licensed under the Dominion Insurance laws, and has made the necessary deposits at Ottawa for the protection of policy holders.

The last annual statement of the superintendent of insurance shows the company to have the surplus of assets over liabilities of about $1,350,000, with net insurance in force of about $54,000,000.

The company may be regarded as safe to insure with.

The president is R. T. Riley, Winnipeg, and the vice-president, George F. Galt of the same city.

Union Mutual

F., Victoria.—Do you consider the Union Mutual Casualty Company of Des Moines, Iowa, a good company with which to place insurance?

The Union Mutual Casualty Company of Des Moines, Iowa, is not licensed under the Dominion Insurance Act, and so far as we know is not licensed under any provincial act. They are evidently writing insurance by mail. The company is a small one and not very strong financially. It has not been in business long enough to build up very strong reserves. However, it seems to be going at it in the right way, and states that it is taking select risks only in order to keep losses low. It claims that by doing business by mail it keeps the expense ratio down.

There is always a weakness in dealing with a company not licensed in Canada, and that is that you do not have, in the case of such a company, the protection that is afforded by Canadian government control and by the deposit of securities at Ottawa or at one of the provincial capitals, to give policy holders assurance of payment of their claims.

You are in the position of having to decide if you want to do business with a small company that is not licensed to do business in Canada in order to save a few dollars on your insurance. There is no reason to assume that the experience would be unsatisfactory, time alone would tell.

Accident Insurance

Westerner.—Is it wise to include sickness and accident benefits with a life insurance policy? What does such protection cost?

In Canada, sickness and accident benfits are not ordinarily included with life insurance policies. The life insurance companies handle life insurance only and the accident and sickness insurance companies do not enter the life field. For that reason the two classes of insurance are not ordinarily sold together. The life insurance companies, of course, write policies for providing certain benefits in the case of total, permanent disability, but this is not ordinary sickness or accident insuranee. It is difficult to give you information on cost of sickness or accident insurance as nearly every company has certain frills and features in its policy that makes comparison with other policies difficult and almost impossible.

Best Life Insurance

Lawyer, B. C.—Will you kindly advise the kind or form of life insurance policy which you think best suits a professional man between the ages of 30 and 35 years, who has no other means or income than that derived from his profession. Would the fact that he has or has not other life insurance in your judgment affect the choice?

Many of the best life insurance agents, men who try to give a real service in the sale of life insurance, are now recommending ordinary life insurance as the best policy for a man in your position. The investment feature of life insurance is not likely to have the same appeal to you as to the wage earner or office worker. We do not think that the fact of your having other life insurance would affect the particular type of insurance that you want. The tendency nowadays is to buy the largest amount of insurance for the smallest amount of money, and ordinary life fulfils this requirement admirably. If purchased on the participating plan and profits allowed to accumlate you will likely find that the policy would be paid up at the end of about twenty-seven years in any event.

Monthly income insurance is decidedly worthy of your study. In this case, the premiums are not higher than in the case of the purchase of ordinary life insurance but provision is made for payment of the principal amount to be passed over a term of years in monthly instalments. This term of years may be merely for the life of the beneficiary or for the guaranteed term. The chief advantage comes in avoiding the weakness of putting a large sum of money into the hands of a widow or child and subjecting that beneficiary to the difficulties and dangers of constant safe investment of the money.

SUN LIFE
ASSURANCE COMPANY
OF CANADA
HEAD OFFICE: MONTREAL
1925—The Billion Mark Passed

Assurances in Force at December 31st, 1925 (net) $1,021,097,000
Increase $149,460,000
New Assurances paid for during 1925 193,477,000
Increase 56,011,000
Total Income for the Year 69,147,000
Increase 6,901,000
Paid to Policyholders or Beneficiaries in 1925:
1. To living policyholders 27,203,000
(Matured Endowments, Annuities, Dividends, etc.)
2. To representatives of deceased policyholders (Death Claims) 8,238,000
35,441,000
Paid to Policyholders or Beneficiaries since Organization 219,239,000
Reserve for Unforeseen Contingencies 10,000,000
Surplus over all Liabilities and Contingency Reserve 28,640,000
Increase 6,532,000
Assets at December 31st, 1925 303,056,000
Increase 28,925,000

Dividends to policyholders increased for sixth successive year.

THE COMPANY'S DEVELOPMENT

Year	Assurances paid for during twelve months.	Assets	Total Assurances In Force
1872	$ 727,350	$ 96,461	$ 1,064,350
1880	1,319,617	473,632	3,907,139
1890	4,046,979	2,473,514	16,759,355
1900	10,423,445	10,486,891	57,980,634
1910	23,512,377	38,164,790	143,549,276
1915	34,873,851	74,326,423	257,404,160
1920	106,891,266	114,839,444	486,641,235
1925	193,477,057	303,056,145	1,021,097,102

STRONG COMPANIES — SERVING YOUR INSURANCE NEEDS

First British Insurance Office Established in Canada, A.D. 1804
PHOENIX ASSURANCE COMPANY, LIMITED
OF LONDON, ENGLAND
Fire — Life — Marine — Hail — Explosion — Rent — Sprinkler Leakage — Tornado — Automobile — Earthquake
Total Resources exceed $150,000,000
Claims Paid exceed $800,000,000
J. B. Paterson, Manager C. W. C. Tyre, Secretary
Wm. Lawrie, Treasurer
Head Office for Canada: 100 St. Francois Xavier St., Montreal, P.Q.
Toronto Agents:
Ridout & Strickland, Ltd. Northern Ontario Building Cor. Bay and Adelaide Sts.
J. H. Ewart & Coy. 18 Wellington St. East

Insure in one of Canada's Oldest and Strongest Fire Insurance Companies—Organized in 1862
THE ACADIA FIRE INSURANCE COMPANY
OF HALIFAX, N.S.
Liability under all policies guaranteed by the Phoenix Assurance Company, Limited, of London, England
J. B. Paterson, Branch Manager
Montreal Office: 100 St. Francois Xavier Street
Toronto Agents:
Elmes Henderson & Son
Room 5, Canadian Permanent Chambers, 18 Toronto Street

COLUMBIA INSURANCE COMPANY
New Jersey
Fire—Automobile—Explosion—Rent—Sprinkler Leakage—Tornado
J. B. Paterson, Manager C. W. C. Tyre, Secretary
Wm. Lawrie, Treasurer
Head Office for Canada: 100 St. Francois Xavier St., Montreal, P.Q.
Toronto Agents:
Geo. McMurrich Sons, Limited
22 Toronto Street

IMPERIAL ASSURANCE COMPANY
New York
Fire—Automobile—Explosion—Rent—Sprinkler Leakage—Tornado
J. B. Paterson, Manager C. W. C. Tyre, Secretary
Wm. Lawrie, Treasurer
Head Office for Canada: 100 St. Francois Xavier St., Montreal, P.Q.
Toronto Agents:
Suckling & Garrett
Canada Permanent Chambers, 18 Toronto Street

Surety

(Abstract of 1925 Experience of Dominion Companies.)

Companies	Net premiums written $	Net losses incurred $
Ætna Casualty	246,864	81,456
Alliance Assurance	4,783	—297
American Surety	15,450	—554
British America	10,330	2,726
Canada Accident	43,628	25,612
Canadian Indemnity	509	None
Canadian Surety	87,868	14,799
Dominion Gresham	19,503	4,618
Dom. of Can. Guar. & Accident	21,455	6,233
Employers' Liability	18,269	15,585
Fidelity and Casualty	4,071	82
Fidelity Insurance	38,756	12,290
Gen. Accident of Can.	56,516	11,242
Globe Indemnity	27,903	11,792
Grain Insurance	2,129	4,339
Guar. Co. of N. Amer.	49,551	—5,637
Guard. Ins. Co. of Can.	7,117	10,000
Hartford Accident	190	None
Imperial Guar. & Ac.	—6,790	None
Imperial Insurance	184	None
Law Union and Rock.	1,048	None
Liver. & Lon. & Globe	4,690	3,561
London & Lancashire Guar. and Accident.	36,449	22,680
London & Provincial	1,074	None
London Guar. & Acci.	47,419	—60,560
Maryland Casualty	14,224	65,442
National Surety	64,284	15,935
Northern Assurance	3,038	6,124
Norwich Union	7,660	None
Ocean Acci. & Guar.	9,571	—672
Railway Passengers	1,895	297
Royal Exchange	9,728	5,000
Royal Indemnity	—425	—9,219
Royal Insurance	17,358	—1,755
Scottish Metropolitan.	1,029	1,001
Sun Insurance Office.	2,175	15
U.S. Fidelity & Guar.	136,517	106,423
Western Assurance	10,276	2,726
World Marine & Gen.	468	None
Yorkshire	1,625	10,300
Totals	1,018,389	361,584
Guarantee Company of North America	$	$
Guar. (Fid.)—In Can.	110,569	58,262
Guar. (Fid.)—In other countries	178,725	40,778
Guar. (Sur.)—In Can.	49,551	—5,637
Guar. (Sur.)—In other countries	65,034	—3,676
Totals	403,879	89,727

Plate Glass

(Abstract of 1925 Experience of Dominion Companies.)

Companies	Net premiums written $	Net losses incurred $
Alliance Assurance	4,694	2,042
Autocar	1,124	101
British America	5,672	972
Canada Accident	17,680	7,201
Canadian Fire	4,741	801
Canadian General	14,272	7,272
Canadian Surety	7,998	2,835
Casualty Co. of Canada	46,531	17,774
Com. Union of Canada	677	84
Continental Casualty	2,515	394
Dominion Grasham	10,696	3,130
Dom. of Can. Guar. & Accident	28,217	10,134
Employers' Liability	5,485	1,387
Fidelity and Casualty.	6,654	1,735
Fidelity Insurance	1,926	692
Gen. Acci. of Canada.	27,875	10,676
Gen. Acci. Fire & Life	3,575	552
Globe Indemnity	6,805	3,797
Guard. Ins. Co. of Can.	9,865	4,298
Halifax Fire	10,921	4,444
Hartford Accident	5,163	1,903
Imperial Guarantee	—2,673	None
Imperial Insurance	348	132
Indemnity Insurance	5,336	1,453
Law, Book & Rock	10,382	6,286
Liver. & Lon. & Globe	1,025	259
London & Lancashire Guarantee	23,522	8,718
Lon. & Prov. Marine	369	None
London & Scottish	550	62
Lon. Guar. & Accident	3,563	1,635
Lumber. Mut. Cas.	39	None
Maryland Casualty	5,235	1,912
Merchants & Employ's	7,047	3,389
Motor Union	556	139
Mount Royal	34,219	11,093
National Provincial	14,565	6,042
New York Casualty	9,897	4,071
N. American Accident	13,018	3,755
North British	421	16
Northern Assurance	27,681	8,814
Norwich Union	21,700	6,991
Ocean Acci. & Guar.	85,350	37,082
Railway Passengers	19,336	5,969
Royal Indemnity	1	None
Royal Insurance	3,063	665
Scottish Metropolitan.	1,415	595
Sun Insurance Office.	1,263	237
Travelers Indemnity	12,636	4,558
Union Assurance	868	230
United States Fidelity	8,799	4,066
Western Assurance	5,672	972
World Marine	16,126	5,641
Yorkshire	12,047	4,999
Zurich	3,067	588
Totals	569,529	212,593

MONTREAL LIFE INSURANCE COMPANY

"The men of outstanding success in life insurance agency work are those who commenced in the early days and grew up with their companies."

The Montreal Life offers this Opportunity

Address
ARTHUR P. EARLE
President
Home Office
MONTREAL

Quebec Insurance Companies

Stock Companies— (Fire, Life, Guarantee, Accidents, Etc., in 1924)

Companies	Assets	Total Liabilities less paid-up Capital	Paid-up Capital	Insurance in force	Receipts	Disbursements
Brit. Can. Ins. Co.	$ 133,695	$ 115,963	$ 96,790	$ 15,969,431	$ 209,727	$ 212,029
Commercial Plate Glass As. Co.	55,711	47,585	10,000	....	57,757	61,746
Ind. Life As. Co.	828,948	685,350	141,120	4,320,884	223,531	96,258
Mont. Pl. Gl, In. Co.	53,869	26,846	25,000	....	21,313	28,135
Ont. Equit. Life & Accid. Ins. Co.	2,011,573	1,653,816	200,000	26,092,314	1,108,265	506,315
Prévoyance (La)	450,845	296,414	249,230	51,327,483	469,387	469,328
Prévoyants du Canada (Les)	3,944,355	3,944,355	200,000	....	537,460	9,890
La Compagnie Provinciale d'Inde.	25,806	20,304	19,090	....	24,676	24,036
Sterling F. In. Co.	82,366	10,770	66,000	2,762,717	28,044	28,041
Toronto Cas. Fire & Mar. Ins. Co.	468,076	226,972	160,655	14,629,404	469,507	381,956
Totals	$8,055,244	$7,028,375	$1,167,885	$115,102,233	$3,149,667	$1,817,734

Stock and Mutual Companies in 1924

Companies	Assets	Total Liabilities including paid-up capital	Total insurance in force	Receipts	Disbursements
La Mutuelle du Commerce, Compagnie d'assurance contre le feu	$1,751,561	$ 24,525	$14,187,388	$191,129	$141,995
Compagnie Equitable d'ass. mut. contre le feu	821,499	23,557	22,546,735	135,864	111,377
La Mercantile, compagnie d'ass. mut. contre le feu	756,366	116,242	12,313,047	150,095	118,831
La Moderne, Compagnie d'ass. mut. contre l'incendie	606,535	49,926	10,161,870	122,477	122,377
Stanstead & Sherbrooke Mut. Fire Ins. Co.	718,018	144,351	29,808,248	212,425	172,049
Totals	$4,653,979	$358,601	$89,017,288	$811,990	$666,629

Ontario Insurance Companies

Preliminary Figures of Business for 1925

Life Insurance Companies

	Net premium income	*New policies issued	Net claims paid	Net insurance in force†
Commonwealth Life	$114,958	$2,180,255	$ 26,104	$ 4,127,314
Empire Life	83,946	2,085,861	1,000	3,158,725
Equity Life	164,320	867,643	106,780	5,561,051
Ontario Equitable Life	762,222	8,398,874	159,538	24,072,640
Re-insurance Co. of Canada	62,866	1,315,297	41,848	3,367,493

* Included business revived.
† After deducting re-insurance.

Joint Stock Fire Insurance Companies

All Business

	Net premiums	Net losses	Net amount at risk*	Total assets
Federal Fire	$113,612	$ 49,258	$20,971,112	$169,755
Hand-in-Hand	138,075	71,831	17,815,130	528,501
Merchants Fire	281,275	187,120	72,919,047	673,024
Provident Assurance	470,500	243,659	15,184,319	435,975
Queen City Fire	133,593	84,350	33,990,840	696,635
Toronto Casualty	709,703	351,002	16,564,448	581,825

* Fire insurance only.

Cash Mutual Fire Companies

	Net premiums	Net losses	Net amount at risk*	Total assets
Economical	$244,903	$113,769	$40,885,403	$1,471,661
Gore	296,520	143,311	47,334,488	1,434,256
Perth	254,176	96,143	45,489,419	1,237,532
Waterloo	388,079	162,687	64,824,465	1,525,459
Wellington	214,997	95,971	28,423,308	289,932

* Subject to final revision.

Division of Premiums by Classes, 1925

Federal Fire

Fire insurance	$113,612

Hand-in-Hand

Fire insurance	$126,653
Automobile	4,838
Plate glass	6,585

Provident Assurance

Fire insurance	$87,695
Accident and sickness	90,975
Automobile	65,813
Burglary	11,582
Guarantee	10,272
Liability	172,714
Plate glass	6,721
Life insurance	24,728

Queen City

Fire insurance	$133,583

Toronto Casualty

Fire insurance	x$132,896
Accident	3,630
Sickness	3,960
Automobile	403,706
Burglary	6,696
Guarantee	30,630
Inland transportation	2,947
Liability	112,240
Plate glass	13,322
Marine	185

x Including tornado insurance and blanket residence policy.

Merchants' Fire

Fire insurance	$274,041
Automobile	7,234

Northwestern Mutual Fire Association
SEATTLE, WASHINGTON
HEAD OFFICE FOR CANADA, HAMILTON, ONTARIO

THE NORTHWESTERN MUTUAL
Has in addition to the funds on deposit at Ottawa the total funds of the Company everywhere behind its Canadian liability.

Writing Fire Insurance at Cost. Assets $2,604,266.13.
Norman S. Jones, Manager for Canada. R. J. Mahony, Associate Manager.
All Policies dividend paying and non-assessable.

THE MONARCH LIFE
IS A
GOOD COMPANY
Provincial Offices: Toronto, Winnipeg, Regina, Saskatoon. Calgary, Edmonton, Vancouver, Victoria.

Are You Ready for To-morrow?

Being ready means that your house is insured against loss by fire, your furniture and belongings against loss by fire or theft, your car against fire, theft or accident, and your business protected against fire and loss of profits by "business interruption" insurance.

You can secure policies from this Company's Agents to protect all your possessions from loss in any form.

The Western Assurance Company of Toronto
Established 1851

The Independent Order of Foresters
Organized 1874
TOTAL BENEFITS
Paid to Members and their Beneficiaries
$87,000,000.00
Policies Issued from $1,000 to $5,000

G. E. BAILEY, Secretary — W. H. HUNTER, President — ALEX. STEWART, Treasurer

Fidelity

(Abstract of 1925 Experience of Dominion Companies.)

Companies	Net premiums written $	Net losses incurred $
Alliance Assurance	5,628	663
American Surety	17,219	7,296
British American	37,283	4,667
Canada Accident	4,059	4,771
Canadian Indemnity	37	None
Canadian Surety	59,674	17,236
Dominion Gresham	32,795	3,259
Dom. of Can. Guar. and Accident	43,043	12,224
Employers' Liability	107,943	99,680
Excess	—322	1,878
Fidelity and Casualty.	393	None
Fidelity Insurance	14,671	9,451
General Accid. of Can.	9,849	3,099
Globe Indemnity	7,802	1,639
Grain Ins. and Guar.	52,938	20,393
Guar. Co. of North America	110,569	58,262
Guardian Ins. Co. of Canada	21,949	2,201
Hartford Accident	982	1,059
Imperial Guar. & Accid.	—20,046	None
Imperial Insurance	155	None
International Fidelity	5,883	156
Law, Union and Rock	187	20
Liverpool and London and Globe	944	89
London and Lancashire Guarantee	14,891	8,153
London and Provincial	307	None
London Guarantee and Accident	58,481	17,462
Maryland Casualty	10,739	6,555
National Surety	95,722	19,821
North British	35	None
Northern Assurance	3,618	2,440
Norwich Union	5,929	2,027
Ocean Accident & Guar.	9,792	6,994
Railway Passengers	12,917	11,026
Royal Exchange	2,364	148
Royal Indemnity	438	—2,302
Royal Insurance	19,678	1,602
Scottish Metropolitan	1,042	3
Sun Insurance Office	946	—294
U. S. Fidelity & Guar.	140,339	48,173
Western Assurance	37,359	4,727
World Marine	597	17
Yorkshire	933	None
Totals	929,762	374,595
Totals	15,415	5,146

Steam Boiler

(Abstract of 1925 Experience of Dominion Companies.)

Companies	Net premiums written $	Net losses incurred $
Boiler inspection	189,970	8,193
Dom. of Can. Guar. & Accident	2,890	None
Employers' Liability	34,002	72
Fidelity & Casualty	21,225	1,876
Gen. Acci. of Canada	41,786	5,707
Guard. Ins. Co. of Can.	3,508	60
Hartford St. Boiler	1,200	None
Maryland Casualty	7,461	1,099
Ocean Accident	21,310	7
Royal Insurance	9,363	925
Travelers Indemnity	80,257	4,459
Totals	412,972	22,398

Earthquake

(Abstract of 1925 Experience of Dominion Companies.)

Companies	Net premiums written $	Net losses incurred $
Ætna Insurance	2,010	None
Connecticut	4	None
Employers' Liability	554	None
Equitable Fire	1	None
Globe and Rutgers	8,152	None
Great American	6	None
Hartford Fire	233	None
Home Insurance	2,420	None
Ins. Co. of North Amer.	214	None
Niagara Fire	157	None
Phoenix Insurance	6	None
Scottish Union and National	6	None
World Fire & Marine.	104	None
Totals	13,867	None

Electrical Machinery

(Abstract of 1925 Experience of Dominion Companies.)

Companies	Net premiums written $	Net losses incurred $
Boiler Inspection	30,886	5,123
Gen. Accident of Can.	34,904	7,870
Maryland Casualty	—26	None
Royal Indemnity	—93	1,469
Travelers Indemnity	23,741	3,816
Totals	89,412	18,278

Fraud Insurance

Companies	Net premiums written $	Net losses incurred $
National Surety	15,415	5,146

Dominion licenses have been issued to National Fire Insurance Company of Hartford to write hail insurance; to American Central Insurance Company to write hail insurance; to Newark Fire Insurance Company to write sprinkler leakage insurance.

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CANADA NATIONAL FIRE INSURANCE COMPANY
HEAD OFFICE: WINNIPEG, CANADA
TOTAL ASSETS $2,928,337.62
TORONTO, 24 Adelaide St. W.
W. H. GEORGE
Superintendent of Agents

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ESTABLISHED 1905
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FIRE, HAIL, ACCIDENT, SICKNESS, BONDS, AUTOMOBILE, BURGLARY, PLATE GLASS, EMPLOYERS and PUBLIC LIABILITY, SPRINKLER LEAKAGE, LIMITED EXPLOSION.

ALLIANCE ASSURANCE COMPANY LIMITED
OF LONDON, ENGLAND
Established 1824
ASSETS EXCEED $125,000,000
Application for Agencies Invited
HEAD OFFICE FOR CANADA
MONTREAL, QUE.
E. E. KENYON, Manager

CANADIAN HEAD OFFICE — OTTAWA.

DEMONSTRATED FAITH IN CANADA

THE erection of the new head office building of the Metropolitan Life Insurance Company, at Ottawa, may be taken as indicative of our faith in the stability and growth of the Canadian nation.

Canadians may appreciate that, whilst through the Metropolitan they share the advantages of the parent company, yet in Canada the Metropolitan functions as a separate unit—to the advantage of Canada and Canadians, both in business and service.

It is well to remember, however, that though young in Canadian citizenship, the Metropolitan is mature in business written, as indicated by the following figures:

Business Written in Canada in 1925..$165,123,047
More than that of any other company.

Insurance in force in Canada, end of 1925........$633,544,780
Largest amount in force in Canada in any company.

Paid Canadian Policyholders in 1925 $8,540,178

Policies held by Canadians, end of 1925........2,215,742
Largest number in force in any company in Canada.

Investments in Canada, at end of 1925........$125,150,919

Invested in Canadian Government and Municipal Bonds........$86,743,283

METROPOLITAN LIFE INSURANCE COMPANY
Head Office - OTTAWA
A. F. C. FISKE, Third Vice President and Manager for Canada

Biggest in the World, More Assets, More Policyholders, More Insurance in Force, More new Insurance each year.

Public Has Making of Fire Insurance Rates; Fire Prevention Will Greatly Reduce Them

Various Phases of Fire Insurance in Canada Subject of Comment by Laidlaw — Dividends to Shareholders Take 4% of Premiums — Work of Fire Underwriters' Association in Inspecting Local Fire Departments

By JOHN B. LAIDLAW,
Manager, Norwich Union Fire Insurance Society, in recent address.

THE prevention of fires and their extinguishment has always been more or less associated with the business of fire insurance, and it seemed that coupling them together might make a subject of general interest.

In the early days of fire insurance, this association with fire prevention was very marked, and for some time in the City of London and in a few other cities in Great Britain certain fire insurance companies maintained a fire brigade at their own expense to extinguish fires, primarily those occurring in properties which were insured in the company maintaining the particular fire brigade. In order to assist the members of their brigade in knowing which building they should save in the event of more than one building being on fire or endangered, it was the custom then to affix plates of metal to the street front of the building, these plates bearing the arms or name of the company, and I happen to have an ancient plate of the company with which I am connected, such as were at one time affixed to a building insured by the society.

Private Brigades Disappeared

There are humorous stories told of the indifference of a brigade to a fire occurring to property insured by another company than that by which the brigade was maintained. The system was one which is impossible to extend throughout the country and indeed was fundamentally unsound, being based upon a wrong conception of the duties of a fire insurance company. It was only about fifty years ago, however, that the private fire brigades maintained in the City of London were absorbed into the fire fighting forces of that city. There are numerous private fire brigades maintained by large manufacturers or large department stores for their own special protection in many countries as well as in Canada; in the City of Ottawa, the sawmillers there maintained for years a private fire brigade in the sawmill and lumber district to co-operate with and supplement the work of the fire brigade of that city.

How Rates Are Made

IN THE early days of fire insurance it was the custom to charge the same rate for insurance of all kinds of property, but it was not very long before there were differences made in rates if the building was of brick construction as compared to one built of wood and also between those occupied for residential purposes and those used for business or manufacturing. The process of fair discrimination in the rate of insurance between all classes of property not only as to occupation but also as to construction and location, and especially, too, having regard to the fire preventative appliances provided for the protection of the property, has been steadily developed until to-day in the Province of Ontario and indeed through all parts of Canada, every mercantile risk except those in the small villages and practically every manufacturing risk wherever located, is rated under a more or less detailed schedule, by the application of which the rate of fire insurance to be charged is ascertained.

A schedule for fixing insurance rates is primarily a measuring rod or balance sheet, by which all the good points of a risk are given credit and all the bad features are debited, so that in the last analysis the individual risk practically makes its own rate for fire insurance, and that also is true in a general way of the municipalities.

Inspecting Fire-Fighting Plan

The Canadian Fire Underwriters' Association has maintained a system of inspection of the waterworks and fire appliances of the various towns and cities. These inspections are made by competent engineers who visit the towns and cities at irregular intervals, call out the fire brigade for action, make tests of the fire apparatus and of the water pressure; make a careful survey of the general construction of the town, of the location of hydrants, the quantity and condition of the fire appliances and of the fire halls, the personnel of the fire brigade, whether an alarm of fire can be quickly communicated to the members of the brigade, what supply of water is available for the pumps if such are provided, and inquire into the system of distribution of water through the underground mains, particularly as to size of mains and cross connections.

Their reports are printed and copies are sent to the mayor or clerk of the municipality, in many cases attention being drawn to serious defects, some of which can often be quite easily removed. If the municipality is very negligent in regard to its fire appliances, either in not providing enough to be adequate for the hazards of the place, or having provided them is negligent of their maintenance, the rates charged generally throughout that town or city are higher than they would be if the supervision of the fire preventative appliances were excellent, the organization of the brigade all that could be desired, and the fire record of the town shows that in actual practice the apparent efficiency is supported by results in the way of small losses.

The effect of this system of supervision of municipal fire appliances and the rating of individual risks, is that the fire insurance companies to all intents and purposes, still maintain in whole or in part, fire brigades and fire appliances generally, through the credits which they give for such conditions wherever found. The service of inspection is of great value to the municipalities and while from time to time there are found in town or city councils some tail-twister who thinks he can show his zeal for the municipality by denouncing the fire underwriters, on the other hand most of the municipalities recognize it to be a service of much value, affording a check upon their own officials, and sometimes disclosing weaknesses which might otherwise be overlooked until the town or city was overwhelmed with disaster as the result of those defects. The reports are without charge, while the municipalities would have to pay large sums for reports equally reliable if obtained from a consulting engineer.

Other Factors in Rates

Frequently when the suggestions made are followed, a marked improvement in the fire record results, with consequent benefit to the municipality through a lowering of their insurance rates. The rates for fire insurance in any town or city cannot, however, be based solely upon its own fire record, for the rates charged are based upon the expectation that of many buildings insured only a few will burn, so also that of many towns and cities, there will be few in which a conflagration will occur, and the reverse is true that those buildings or those towns or cities which escape will bear the burden of those which are destroyed.

A few years ago the insurance companies were attacked by one of the members of the legislature of Ontario, and their methods criticized, and the government appointed His Honor Mr. Justice Masten as a Commissioner to investigate the methods of the fire insurance companies in Ontario, He held a number of sittings in Toronto and throughout the province, his investigations extending over more than a year, and I will quote from pages 24 and 25 of his report in regard to fire prevention:

"This fact leads to the conclusion that legal and moral responsibility should be so fixed that the careless cannot distribute the consequences of their negligence among the prudent and careful. This idea was emphasized in the evidence before me where it was pointed out that our great fire loss cannot be remedied until the individual who has a fire is considered as an enemy of the community, and dealt with accordingly; that it is not to the man who has the fire that sympathy is due, but to those who do not have fires and who suffer by and pay for the losses.

"What is needed is not to educate the public at large in the idea that fires are accidents; but that in a majority of cases fires are due to acts or omission of individuals who are responsible for the costs they inflict upon the community at large. This responsibility should be brought home to them through the application of the law. The only educational work of use in fire prevention is that of showing the public at large the necessity of a re-statement in statutory form of the common law principle of legal responsibility.

Improvement of Property

"A more tangible influence upon the conditions which are responsible for our excessive fire loss, is the financial inducement offered by insurance companies for the improvement of property. Superficially considered, it would appear that insurance companies are not vitally interested in the prevention of fires, and that a reduction of the loss is of little consequence since they must perforce collect from the public sufficient premiums to pay all claims and meet the expenses of carrying on the business.

"Were all fires prevented, it is obvious that insurance would not be required. Even with a marked reduction in the fire loss, there is invariably a disposition amongst property owners to reduce the amount of insurance they carry, and this in turn adversely affects the turnover of the companies.

"While these facts are undeniable, it must at the same time be recognized that the insurance companies are the chief exponents of systematic fire protection, and that their methods constitute one of the most potent influences now affecting the safeguarding of property from fire.

Rates Have Come Down

THE business of fire insurance is subjected to the most careful scrutiny by our governments, both Dominion and provincial, and the operations of the companies require to be reported and the figures so reported are published. These annual reports contain a great deal of information, and it may be of interest to you to know that they show that the average rate paid for insurance in Canada has fallen steadily for a number of years, having been 1.60 in 1904 and 1905, while for the last few years it has been about one per cent. This means that the loss by fire in Canada is now little more than one half of what it was twenty years ago per $1,000 of property, and I think I may claim that the fire insurance companies, by their constant system of inspection and supervision of individual risks, their reminders to municipalities, and the standards for construction of building and materials used which they have set up, have brought about such an improvement in the fire preventative appliances, in the construction and protection of individual buildings and in the processes of manufacture, as to accomplish that result.

It must not be overlooked that there is a constant change in our towns and cities, there being now many more high buildings, often of large size, occupied by many tenants, than was formerly the case. Our manufacturies in many cases are much larger than formerly and in addition use materials and processes much more hazardous. Modern science brings us many blessings, but also many new hazards which require to be carefully studied and controlled.

If the fire underwriters, by their various agencies working for fire prevention had not been successful in more than over-coming the ever increasing hazards, the fire loss per $1,000 of property would have increased and the general average of fire insurance rates would necessarily have been increased also instead of being reduced.

All will doubtless agree with me that the price of nearly everything they buy to-day is approximately double what is was before the Great War. Might I ask if anyone knows of anything of general use which can be purchased to-day at the same or lower price than before the War.

The reports to the government to which I have referred, show that in 1913 the average rate paid for insurance in Canada was 1.21. The average rate for 1913 and the years following were as follows:

1913, 1.21; 1914, 1.17; 1915, 1.16; 1916, 1.09; 1917, 1.07; 1918, 1.06; 1919, 1.06; 1920, 1.11; 1921, 1.11; 1922, 1.06; 1923, 1.00; 1924, 1.02.

During the war, while other prices were soaring, the average cost of fire insurance was being steadily reduced.

Fifty Years' Record

The same government report gives the figures of the business of Canadian companies for 50 years from 1875 to 1924 as follows:

Premiums		$382,435,943
Outgo greater than premiums		4,174,395
		$386,610,338
Interest on funds		$ 20,613,176
Sundry income including calls on shareholders		8,551,111
		$ 29,164,287
Losses	$239,481,744	82.6%
Expenses and taxes	147,128,594	38.5%
	$386,610,338	101,1%
Dividends to shareholders	$ 15,303,181	4%
Excess of income of expenditure	11,686,711	3%
	$26,989,892	

There is also a statement of underwriting profit since 1869 upon the whole Canadian business done by Canadian, British and foreign companies which shows an underwriting profit for the 50 years from 1869 to 1918 of 4.99 per cent., while for the last seven years, from 1918 to 1924, it was only 1.69 per cent, of the premiums.

Fire Prevention Work

THERE are many things which influence the annual fire loss, such as general carelessness, poor construction, unusually dry weather, introduction of new and hazardous processes or use of dangerous materials. It is unfortunate that while we pay prompt heed to our medical men, so that when vitamines are discovered at once we eat fruit and raw vegetables, that we avoid impure water and sterilize our milk, that we isolate persons ill with contagious disease, most persons do not accept and follow good advice given them by insurance men.

There are, as I have said, many things which bring about Canada's heavy annual fire loss, and I cannot enumerate even the most important of them here, but lack of interest in the matter of fire prevention is one of the worst. If there were more real interest in fire prevention there would speedily be a great reduction in the fire waste, and that is what it is, absolute waste.

Wooden Shingles in Sides

There is one thing among the many, and that is the use of wooden shingles in the place best suited for them, namely, upon the sides instead of the roofs of buildings. Upon the sides of a residence, wooden shingles can be placed in such manner as to give a very pleasing appearance, and would probably be a cheaper wall covering for a wooden building than clapboarding or shiplap. Wooden shingles are used very largely to cover the sides of dwellings, sheds and barns in the Maritime Provinces, and in that part of Canada they generally use an incombustible material for the covering of the roof. In central Canada, however, just the reverse is done, and we see buildings where the walls are of stone, brick or concrete and the roof is covered with wooden shingles.

Numerous conflagrations have been directly caused by their use as a roof covering. In Canada we have long periods of dry weather, and even in the winter the roofs are frequently very dry, and in that condition will be ignited from a spark falling on them from a chimney or from some other building nearby which is on fire, and when the building they cover becomes well alight if there is any breeze, large embers from the burning shingles will fly for a considerable distance, and if they alight on another roof covered with wooden shingles, another fire is immediately started.

Advantage of Copper Roof

Many municipalities pay higher rates than ordinarily on account of the conflagration hazard in their town or city, and the individual risk also pays a higher rate if the roof is covered with wooden shingles, unless they be laid on mortar or asbestos. At one time ladders were provided about every residence, but they are seldom seen to-day and a roof which is generally inaccessible should be covered with some incombustible material.

I was interested to read a few days ago the report on the fire at the Chateau Frontenac, Quebec, and noted particularly this sentence: "From a close observance of the progress and development of the conflagration, the writer is of the opinion that the copper (on the roof) played a very great part in preventing masses of burning material from being carried by the high wind to outlying spots." The roof of the portion of the building which was destroyed, was covered with copper. A strong wind was blowing up the river, beating upon the burning building and driving the smoke and flames towards the new fireproof portion of the hotel. If the roof had not been covered with copper such an avalanche of sparks and embers would have been released and carried by the high wind upon the new portion of the hotel, that probably the whole structure would have been destroyed, and as the report mentions, sparks and embers would have been carried by the high wind and endangered many other buildings, if indeed they were not set on fire.

Insurance Men Disapprove

It will be many years before there can be correction of the present dangerous condition which exists from prevalence of wooden shingles as a roof covering, and in the meantime Canada will lose many dollars in fire losses arising from that condition. Some municipalities which have experienced the danger, prohibit the use of wooden shingles as a roof covering.

It is unfortunate that some architects are so influenced by what they consider to be the artistic beauty of the wooden shingle as a roof covering that they shut their eyes to the danger from fire, and erect buildings which to an insurance man seem about as sensible as if a person, on a winter's day, dressed himself in fur coat and fur cap and went out into the snow in his bare feet.

Seeking Good Advice

In many classes of manufactories and business to-day, the practice of taking good advice on the matter of fire prevention is closely followed, and many classes of risk are now being insured at rates which are a mere fraction of what were charged some years ago. It is a great mistake to think that companies are desirous of maintaining high rates for insurance. They are constantly offering low rates for improved risks and many manufactories and business men who have installed fire preventative appliances and sprinkler systems at a cost often of some thousands of dollars, have found that their expenditure was repaid in a few years while their property was safeguarded and their business also against the interruption and loss following a fire.

Insure to Full Value

MOST people insure only assessed value of their property and often only a portion of that value, but the most successful and enterprising businesses and manufactories to-day insure their property up to nearly the full value, sometimes to the full value, and in addition insure what is known as use and occupancy to cover them against the losses which they will inevitably sustain following a fire, and which are not covered by the ordinary insurance of actual property.

Properties from which persons derive a revenue are now insured for rents and standing charges, that is to say those charges such as taxes, interest on the mortgage, heating, supervision, or any other charge that must be continued after the fire while the building is being reconstructed before it can be again rented and revenue obtained. In Great Britain, it is the practice for merchants to insure against what is known as loss of profits and standing charges. This class of insurance, which is now being introduced in Canada, enables a merchant to protect himself against loss of the profits which he would have made during the interruption to his business following a fire, and also enables him to pay the interest on money due his bankers, or interest upon bonds issued or dividends on preferred stock, and also enables him to retain the services of his chief men who have been trained in his business and whom he could not afford to lose if he hopes to resume operations successfully in place of having to pay those charges out of capital while he is temporarily out of business.

The indirect losses from fire are many and varied, such as loss by the municipality of taxes on burned properties, the loss of trade and business connections by merchants and manufacturers, the loss of employment by the workers and oftentimes the serious depreciation of value of property if burned premises are not rebuilt, or rebuilt at another location.

Unfortunately, up to date it may almost be said of the great annual fire loss which everyone recognizes is far too heavy in Canada, what Mark Twain said about the weather, "That everybody complains, but nobody does anything," except insurance men.

Forgery

(Abstract of 1925 Experience of Dominion Companies.)

Companies	Net premiums written $	Net losses incurred $
Canadian Surety	626	290
Employers' Liability	468	None
General Indemnity	85	None
Globe Indemnity	229	None
Gran Ins. and Guar.	2,919	14
Maryland Casualty	—55	None
Metropolitan Casualty	472	None
National Surety	15,744	—389
Royal Insurance	—388	5,929
U. S. Fidelity & Guar.	7,241	228
Totals	27,341	6,072

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The Dominion Life Assurance Company maintains Offices in all the principal centres in Canada.

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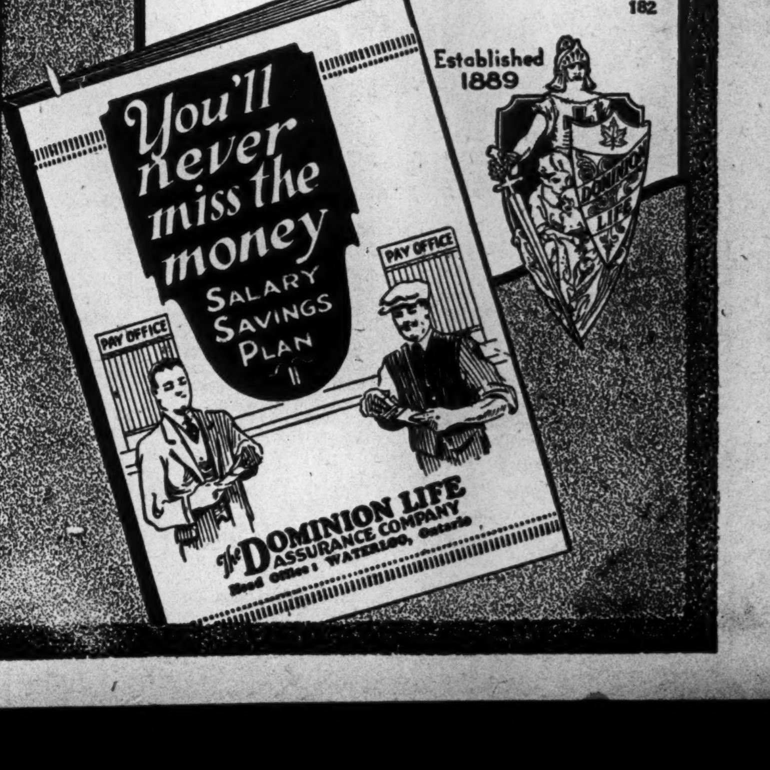

Fire Insurance

(Abstract of 1925 Experience of Companies Operating Under Dominion License.)

Canadian Companies

Companies	Net premiums written	Gross premiums written	Gross amount of policies new and renewed	Net amount at risk at date	Net amount of losses incurred
Acadia	$ 197,029	$ 504,629	$ 44,356,963	$ 26,699,927	$ 105,098
Antigonish	2,758	2,758	253,100	768,925	542
Beaver	33,082	121,756	9,765,956	5,267,185	9,049
British America	601,898	1,271,356	115,940,683	103,331,223	290,769
British Colonial	96,130	585,199	10,857,528	9,778,902	48,578
British Northwestern	183,516	314,186	38,742,008	28,166,306	77,634
Canada Accident and Fire	178,956	378,689	37,475,111	23,170,792	71,763
Canada National	139,764	263,968	18,870,631	23,863,886	75,047
Canada Security	126,526	257,229	22,143,300	15,244,125	65,348
Canadian Fire	374,337	695,622	57,574,301	56,541,008	114,460
Canadian Indemnity	135,432	205,052	15,342,944	16,888,616	44,625
Canadian Lumbermen's	2,570	27,003	1,159,275	114,575	1,087
Casualty Co. of Canada	13,383	24,151	2,508,214	1,876,577	5,558
Cumberland Farmers	2,176	2,236	222,625	663,545	793
Dominion Fire	240,494	395,987	37,064,494	42,094,874	94,075
Dominion Gresham	46,924	146,892	14,241,177	6,429,522	26,483
Dom. of Canada Guarantee and Accident	146,549	260,234	29,261,633	42,658,159	39,046
Ensign Fire	31,207	70,916	6,766,524	5,712,971	12,702
Fire Insurance Company of Canada	312,336	640,790	60,347,120	47,297,954	168,268
General Accident of Canada	80,721	157,652	15,704,675	15,370,370	42,959
Globe Indemnity	129,092	449,778	54,635,369	24,138,953	50,168
Grain Insurance	220,131	281,358	28,443,715	15,625,336	122,163
Guardian Insurance Co. of Canada	79,598	281,799	29,288,287	11,267,910	53,756
Halifax Fire	56,611	243,769	16,815,172	6,736,148	33,620
Hudson Bay	154,811	307,394	28,689,294	24,508,491	64,618
Imperial Insurance	152,396	325,882	38,055,707	25,196,910	61,651
Kings Mutual	29,451	30,554	2,780,230	7,950,270	23,470
Laurentian	131,474	145,546	11,052,334	9,723,459	25,080
Liverpool-Manitoba	281,687	613,750	61,889,947	43,915,339	128,524
London and Lancashire Guar. and Accident	5,510	15,297	1,131,680	359,616	None
London-Canada	125,990	330,494	30,976,133	37,348,645	92,709
Mercantile	131,996	274,656	36,684,126	28,831,812	48,683
Mount Royal	645,260	1,233,784	100,743,017	107,689,329	395,949
North Empire	172,011	365,245	35,105,557	30,092,463	135,471
North West	120,176	191,342	17,033,054	19,052,202	50,205
Occidental	226,708	476,702	38,961,166	33,309,226	108,353
Pacific Coast	182,628	329,035	36,206,305	28,932,564	91,031
Pictou County Farmers	5,170	5,178	682,350	2,165,473	1,554
Quebec	169,400	424,360	43,135,300	35,630,882	57,766
Reliance	47,632	129,921	14,303,924	9,173,511	20,559
Scottish Canadian	85,663	195,637	15,884,168	13,406,137	59,758
Western	601,220	1,495,300	142,724,369	105,610,115	317,071
Totals for 1925	$6,700,387	$14,473,070	$1,323,819,466	$1,092,604,233	$3,236,043
Totals for 1924	$6,709,694	$13,340,804	$1,193,540,063	$1,054,142,754	$3,755,441

Foreign Companies

Companies	Net premiums written	Gross premiums written	Gross amount of policies new and renewed	Net amount at risk at date	Net amount of losses incurred
Ætna	$ 600,233	$ 694,466	$ 90,605,102	$ 95,009,781	$ 286,508
Afiiliated Underwriters	96,717	112,553	19,424,387	15,938,859	55,294
Agricultural	81,483	137,115	21,826,811	17,659,599	42,319
Alliance Insurance	168,213	234,371	39,181,662	34,439,357	62,625
American Alliance	14,019	44,248	4,470,326	2,212,144	4,650
American Central	245,456	443,699	44,397,929	29,495,798	122,666
American Equitable	96,938	114,375	9,883,367	10,490,574	43,891
American Exchange	23,797	24,662	6,814,250	6,354,250	730
American Fire	134,463	321,463	28,019,956	15,183,466	98,360
American Insurance	97,769	167,671	24,821,971	15,106,458	59,434
American Lloyds	46,304	56,715	7,099,273	7,045,095	22,348
Baloise	140,426	202,906	16,676,755	15,273,512	92,884
Boston	102,523	161,423	20,063,651	13,615,404	75,091
Caledonian-American	53,998	110,665	9,765,202	9,500,814	23,356
California	159,264	201,827	21,942,268	19,645,601	123,110
Central Manufacturers' Mutual	25,503	30,205	1,496,323	1,373,398	11,759
Citizens of Missouri	46,161	63,698	4,323,883	3,663,378	13,046
Columbia	110,865	198,100	18,853,818	13,896,984	70,568
Commercial Union of New York	21,523	30,015	1,808,553	1,594,448	11,403
Connecticut	308,792	797,137	79,937,573	37,184,893	113,191
Continental	400,720	584,938	62,536,855	62,045,339	198,303
Equitable Fire and Marine	53,337	261,312	28,712,237	7,406,136	23,076
Fidelity-Phenix	359,888	507,004	51,740,864	56,988,548	165,585
Fire Association of Philadelphia	333,907	513,624	40,509,550	34,250,009	188,922
Fire Reassurance	200,107	403,996	38,159,788	20,899,969	132,582
Fireman's Fund	177,298	232,392	26,639,753	24,743,620	102,919
Firemen's Insurance	93,252	129,697	11,471,273	14,379,616	35,661
†Franklin	None	139,761	10,840,543	None	None
General of Paris	122,729	179,815	20,365,863	19,115,809	62,251
Girard	22,322	33,771	3,037,453	3,282,042	26,260
Glens Falls	203,450	300,400	36,088,656	27,884,909	98,377
Globe and Rutgers	719,197	1,125,190	134,688,995	97,356,769	802,001
Grain Dealers	10,586	18,058	1,638,793	672,922	4,307
Great American	369,651	545,128	62,603,123	67,895,991	198,954
Hardware Dealers	218,632	252,614	11,370,033	10,099,187	81,988
Hartford Fire	1,543,457	2,021,343	238,528,263	253,891,756	1,250,595
Home	1,805,659	2,290,994	211,308,760	238,507,776	1,016,768
Imperial Assurance	78,488	162,564	15,450,518	13,440,117	57,796
Individual Underwriters	107,526	117,722	40,153,514	37,311,913	8,574
Insurance Co. of North America	844,701	1,114,173	155,569,850	147,062,217	512,657
Insurance Co. of State of Pennsylvania	136,181	228,241	25,989,878	18,147,052	81,312
Lumbermen's Indemnity	9,320	120,185	4,760,970	None	121,964
Lumbermen's Mutual Insurance Co. of Mansfield, O.	14,047	14,983	679,725	637,675	2,016
Lumbermen's Underwriting Alliance	340,941	448,656	24,686,931	18,174,995	133,350
Lumber Underwriters	75,580	105,953	5,729,013	3,044,756	36,846
Manufacturing Lumbermen's	228,968	298,953	16,539,187	12,576,991	123,946
Maryland Insurance	2,921	3,955	714,462	513,198	None
Mechanics and Traders	19,827	36,544	1,720,760	962,637	17,417
Merchants Fire	351,443	419,360	40,789,053	40,841,499	180,555
Millers National	95,115	107,032	9,962,596	11,266,170	55,907
Mill Owners' Mutual	71,468	89,025	5,390,772	4,419,420	27,277
Minnesota Implement	218,632	252,614	11,370,033	10,099,187	81,988
National-Ben Franklin	342,069	419,668	31,977,053	41,672,296	128,622
National Fire of Hartford	632,330	812,150	85,077,056	86,098,151	380,908
National Union	122,070	171,092	20,764,777	24,319,269	84,425
La Nationale	602,563	793,226	67,453,492	82,328,896	305,542
Newark	135,188	197,389	19,319,088	18,888,989	93,175
New Hampshire	197,274	289,520	32,154,687	27,197,952	146,323
New Jersey	96,874	160,168	12,674,263	10,298,585	81,844
New York Reciprocal	91,310	99,144	45,256,408	39,285,296	8,191
New York Underwriters	None	None	None	None	None
Niagara	342,062	514,189	59,774,422	52,011,600	157,247
Northwestern Mutual	775,692	954,495	71,824,955	43,150,309	293,979
Northwestern National	257,547	421,299	34,679,741	40,244,051	109,619
Pacific Fire	238,318	287,506	31,577,009	32,910,252	158,999
Phenix of Paris	131,716	209,928	22,665,401	21,025,209	73,238
Phoenix of Hartford	307,379	1,114,240	122,909,434	60,584,332	176,844
Providence Washington	174,669	385,048	42,176,545	21,887,556	114,899
Queen of America	710,263	891,256	89,600,219	110,680,604	355,427
Retail Hardware	218,632	252,614	11,370,033	10,099,187	81,988
Rossia	520,711	760,449	76,534,266	59,292,011	313,794
Rossia of Copenhagen	54,838	82,241	11,950,446	6,494,469	5,571
St. Paul Fire and Marine	375,792	503,319	59,161,227	53,785,531	189,029
Security	110,695	185,698	16,702,307	12,576,872	70,289
Springfield	335,070	466,016	49,676,874	48,102,546	193,517
Sprinklered Risk	13,873	14,528	5,428,000	5,368,500	11
Sterling	96,205	117,682	17,065,977	15,230,494	90,670
Stuyvesant	262,227	315,336	29,813,052	28,135,959	166,255
Tokio	67,682	112,893	13,514,767	9,841,587	37,066
L'Union of Paris	285,315	345,303	34,143,229	43,006,743	157,558
United Mutual	24,348	43,064	2,229,388	1,217,526	4,384
United States Fire	638,383	790,850	87,991,919	97,401,834	373,106
Westchester	250,153	378,526	44,429,842	31,583,455	120,825
World Fire and Marine	56,340	65,894	12,025,547	8,977,353	14,656
Totals for 1925	$20,271,385	$29,370,042	$3,081,981,558	$2,766,299,452	$11,651,388
Totals for 1924	19,571,944	27,324,526	2,724,789,461	2,565,092,515	11,735,270

British Companies

Companies	Net premiums written	Gross premiums written	Gross amount of policies new and renewed	Net amount at risk at date	Net amount of losses incurred
Alliance	$ 369,505	$ 413,465	$ 42,987,156	$ 65,086,540	$ 236,050
Anglo Scottish	150,713	252,537	25,312,360	19,007,092	73,866
Atlas	798,693	993,135	108,726,613	124,262,648	367,933
Autocar	107,585	128,231	12,279,627	13,196,367	60,293
Bankers and Traders	60,437	71,821	6,260,101	6,121,806	20,761
British Crown	391,221	499,922	50,582,955	56,778,548	209,311
British and European	59,200	103,403	10,620,029	8,827,268	28,237
British General	136,693	223,873	26,977,505	23,686,784	77,984
British Law	45,737	74,504	7,277,740	4,444,522	5,080
British Oak	140,550	172,735	17,097,187	20,835,680	69,713
British Traders	270,137	345,832	48,477,767	45,962,739	118,405
Caledonian	406,558	576,653	54,108,624	72,517,487	169,123
Car and General	246,116	354,203	46,457,502	29,502,676	122,406
Central	179,731	275,955	28,231,891	21,442,664	89,618
Century	323,815	485,878	53,600,477	47,146,689	143,423
Commercial Union	856,431	1,153,138	139,822,667	140,222,341	442,590
Cornhill	178,171	202,285	19,615,172	21,697,563	111,869
Eagle, Star and British Dominion	461,620	601,273	64,366,395	67,747,657	247,127
Employers' Liability	701,725	940,825	110,185,727	123,726,652	407,977
Essex and Suffolk	87,126	241,152	26,966,335	13,983,830	39,809
Gen. Accident and Fire	367,555	456,466	56,522,052	57,022,261	181,324
Guardian Assurance	1,501,256	1,742,131	163,288,343	206,005,800	749,273
Law, Union and Rock	390,048	470,523	49,027,934	58,910,312	169,428
Liverpool and London and Globe	1,325,904	1,907,308	178,121,020	209,959,185	740,025
Local Government	43,890	71,366	8,242,236	4,655,856	11,935
London Guarantee and Accident Insurance	300,784	483,427	48,697,865	50,238,497	188,383
London and Lancashire	1,311,232	1,555,484	179,749,843	208,205,374	599,842
London and Provincial	18,191	21,038	1,836,807	1,707,091	1,780
London and Scottish	48,179	55,350	6,737,744	5,158,379	4,435
London Assurance	592,189	698,604	68,104,652	88,491,350	220,513
Merchants Marine	187,510	276,893	41,899,595	35,621,416	124,618
Motor Union	121,952	158,915	15,571,279	17,931,347	70,776
National Provincial	147,015	208,665	22,623,661	24,573,943	46,594
North British and Mercantile	1,143,877	1,465,589	150,849,519	181,948,310	493,472
Northern Assurance	807,760	981,370	97,361,627	125,777,938	386,244
Norwich Union	1,041,801	1,326,244	124,279,850	154,627,134	546,917
Ocean Accident and Guarantee	423,838	548,564	59,856,297	59,512,098	197,586
Palatine	410,182	527,368	49,711,981	56,032,490	231,114
Patriotic	147,192	191,731	22,793,587	19,225,408	75,432
Phoenix of London	1,172,638	1,680,557	150,528,690	172,088,829	656,993
Provincial	269,380	302,734	29,233,204	36,969,707	157,694
Prudential	256,760	322,096	29,191,703	27,820,971	139,603
Queensland	191,557	260,796	24,215,183	26,569,009	146,440
Royal Exchange	579,850	773,993	79,583,480	113,596,392	181,064
Royal Insurance	1,883,014	2,315,645	238,912,923	332,882,437	981,345
Royal Scottish	189,286	250,568	27,536,579	28,214,883	113,652
Scottish Metropolitan	226,622	285,757	27,914,584	35,690,890	128,957
Scottish Union	403,104	471,167	51,546,174	71,564,983	203,330
Sea	62,545	74,879	7,261,587	5,844,929	11,819
Sun Insurance	853,307	1,053,500	101,892,757	124,631,451	452,462
Union Assurance	564,161	735,232	72,938,011	89,075,233	264,265
Union of Canton	415,336	545,138	69,639,154	72,203,007	193,106
United British	121,936	149,157	17,795,145	19,251,064	58,705
World Marine	93,965	114,596	17,049,593	15,072,519	25,318
Yangtsze	112,274	140,116	11,072,531	10,954,108	61,747
Yorkshire	357,436	444,385	43,208,755	61,454,590	196,550
Totals for 1925	$24,055,290	31,178,172	3,244,749,775	3,735,686,744	12,054,316
Totals for 1924	23,552,080	30,577,144	3,069,206,937	3,605,239,998	13,696,193

RECAPITULATION

Canadian Co.'s	$ 6,700,387	$14,473,070	$1,323,819,466	$1,092,604,233	$ 3,236,043
British Co.'s	24,055,290	31,178,172	3,244,749,775	3,735,686,744	12,054,316
Foreign Co.'s	20,271,385	29,370,042	3,081,981,558	2,766,299,452	11,651,388
Totals for 1925	$51,027,062	$75,021,284	$7,650,550,799	$7,594,590,429	$26,941,747
Totals for 1924	$49,833,718	$71,212,474	$6,987,537,161	$7,224,475,267	$29,186,904

A.D. 1720 — Fire, Automobile, Inland Transportation, Sprinkler Leakage and Tornado Insurance. — A.D. 1926

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BRITISH AMERICA ASSURANCE CO.

Incorporated in Canada, A.D. 1833.

Assets, December 31st, 1925 .... $3,945,585.80
Liabilities (excluding Capital) 778,264.32

SECURITY to Policyholders $3,167,321.48
Unearned Premium Reserve (On Dominion Govt. Basis) 2,117,757.04

SURPLUS to Policyholders $1,049,564.44

Losses paid since organization of the Company in 1833, $59,199,828.37.

FIRE, MARINE, AUTOMOBILE, RIOTS, STRIKES, CIVIL COMMOTIONS, EXPLOSION, BURGLARY and GUARANTEE INSURANCE

Head Office: TORONTO

WESTERN ASSURANCE CO.

Incorporated in Canada, A.D. 1851.

Assets, December 31st, 1925 .... $6,902,013.83
Liabilities (excluding Capital) 2,130,432.03

SECURITY to Policyholders $4,771,581.80
Unearned Premium Reserves (on Dominion Government basis) 2,694,633.59

SURPLUS to Policyholders $2,076,948.21

Losses paid since organization of the Company in 1851, $94,689,782.85.

FIRE, MARINE, AUTOMOBILE, RIOTS, STRIKES, CIVIL COMMOTIONS, EXPLOSION, BURGLARY and GUARANTEE INSURANCE

Head Office: TORONTO

Life Insurance

(Abstract of 1925 Experience of Companies Operating Under Dominion License.)

Canadian Companies

Company	Total net assurance premium income	Consideration on annuities	New assurance paid for: Gross amount	New assurance paid for: Net amount	Assurance in force	Net claims: Death claims	Net claims: Matured endowments	Death claims matured endowments and disability claims	Paid on Life annuity contracts
Canada—Ordinary (a)	$ 9,864,238	$ 158,500	$ 36,094,956	$ 34,004,245	$ 255,481,389	$ 2,273,754	$ 661,922	$ 2,991,131	$ 146,096
(b)	10,969,912	1,547,965	72,334,623	48,027,317	211,975,658	1,201,001	564,062	1,918,504	612,258
(c)	20,834,150	1,706,465	108,429,579	82,031,562	467,457,047	3,474,755	1,225,984	4,909,635	758,354
Group (a)	222,257	......	12,870,300	9,492,075	20,572,515	100,752	......	108,836	......
(b)	200,155	......	213,100	213,100	14,234,480	37,100	......	44,576	......
(c)	422,412	......	13,083,400	9,705,175	34,806,995	137,852	......	153,412	......
Capital	337,631	......	1,651,220	1,602,220	10,151,013	35,236	6,000	41,787	......
Commercial	192,944	......	1,157,500	1,157,500	6,199,545	16,673	......	16,736	......
Confed'n (a)	5,926,179	67,828	26,106,142	25,767,392	160,228,501	1,039,564	439,469	1,446,313	47,859
(b)	2,217,954	158,287	7,567,380	6,917,039	39,999,437	220,272	208,515	440,364	86,920
(c)	8,144,133	226,115	33,673,522	32,684,431	200,227,938	1,259,836	647,975	1,886,677	134,779
Continental	863,434	2,064	4,367,714	4,190,880	25,755,659	94,675	124,735	221,532	4,498
Crown (a)	1,764,238	108	13,172,228	12,694,492	52,423,634	184,268	66,000	246,655	......
(b)	165,199	......	2,209,586	1,921,151	4,588,218	17,500	......	14,381	......
(c)	1,929,437	108	15,381,814	14,615,643	57,011,847	201,768	66,000	261,036	......
Dominion (a)	2,701,209	170	13,518,190	12,704,881	76,397,038	302,113	152,483	464,025	400
(b)	7,200	......	160,500	160,500	251,000	......	......	......	......
(c)	2,708,409	170	13,678,690	12,865,381	76,648,038	302,113	152,483	464,025	400
Dom. of Canada Guar. & Ac.	33,584	......	1,051,300	926,800	1,244,300	......	......	......	......
Eaton	212,113	......	1,629,274	1,392,549	5,786,003	10,250	......	12,473	......
Excelsior—Ordinary	2,070,790	......	10,161,065	8,475,025	59,198,268	233,359	123,568	347,065	500
Industrial	541	......	......	......	16,987	1,195	126	1,195	......
Great West—Ordinary (a)	12,921,598	131,641	49,433,714	48,782,589	177,063,515	1,465,977	400,258	1,904,753	17,647
(b)	1,051,787	52,520	10,925,600	10,758,600	35,570,226	143,904	5,000	130,708	462
(c)	13,973,385	184,161	60,359,314	59,541,189	412,633,471	1,609,881	405,258	2,035,461	18,109
Group (a)	20,811	......	398,000	398,000	2,703,762	15,587	......	15,587	......
Imperial (a)	6,328,869	3,907	29,868,297	28,581,129	168,765,982	756,034	336,444	1,098,552	5,547
(b)	700,485	......	2,357,035	2,091,395	13,910,770	100,115	76,405	156,651	......
(c)	7,029,354	3,907	32,225,332	30,672,524	182,676,752	856,149	412,849	1,255,203	5,547
London—Ordinary (a)	4,149,515	......	26,159,513	25,844,018	130,734,814	393,725	69,675	486,037	8,741
(b)	2,597	......	......	......	79,000	......	......	1,000	......
(c)	4,152,112	......	26,159,513	25,844,018	130,813,814	393,725	69,675	487,037	8,741
Industrial (a)	2,571,076	......	31,151,613	31,151,613	76,655,120	371,014	331,964	561,054	......
Group (a)	12,229	......	657,900	657,900	3,976,550	2,600	......	2,900	......
Manufacturers—Ordinary (a)	7,587,634	16,962	37,281,853	36,880,163	207,335,844	995,389	378,793	1,315,586	11,086
(b)	5,309,226	99,510	24,044,697	23,356,480	103,465,864	789,272	567,007	1,288,309	30,878
(c)	12,896,860	116,472	61,326,550	60,236,643	310,801,708	1,784,661	945,800	2,603,895	41,964
Group (a)	5,609	......	762,496	762,496	873,196	1,800	......	800	......
Maritime (a)	35,596	......	779,471	685,721	1,290,596	9,000	......	8,311	......
(b)	18,603	......	450,750	389,750	657,250	......	......	......	......
(c)	54,199	......	1,230,221	1,075,471	1,947,846	9,000	......	8,311	......
Monarch	1,251,462	......	6,178,500	6,004,326	41,268,781	149,406	4,200	141,391	132
Montreal	728,640	......	5,256,536	4,719,488	21,573,467	89,500	6,000	96,161	......
Mutual of Canada—(a)	11,463,702	69,310	42,950,488	39,499,090	306,872,399	1,710,574	1,037,326	2,638,815	13,095
(b)	65,032	......	222,250	222,250	1,807,435	10,000	16,000	24,894	......
(c)	11,528,734	69,310	43,172,738	39,721,340	308,679,834	1,720,574	1,053,326	2,663,709	13,095
National of Canada—(a)	1,247,976	......	8,453,012	6,853,915	38,007,065	177,657	38,850	243,898	35
(b)	22,971	......	251,500	228,000	888,112	2,000	1,000	......	......
(c)	1,270,947	......	8,704,512	7,081,915	38,895,177	179,657	39,850	243,898	35
North American—(a)	4,337,287	......	22,230,740	18,658,195	121,642,446	588,963	535,902	1,221,019	3,314
(b)	356,604	......	1,579,014	1,361,014	10,201,963	57,456	85,250	135,796	......
(c)	4,693,891	......	23,809,754	20,019,209	131,844,409	646,419	621,162	1,356,815	3,314
Northern Ord.	917,272	......	2,041,323	1,891,823	26,766,093	156,978	89,827	252,480	851
Group	1,561	......	122,100	122,100	122,100	......	......	......	......
Royal Guardians—Ordinary	110,146	......	618,000	618,000	3,276,765	66,417	......	69,520	......
Industrial	13,466	......	156,737	159,737	364,478	1,683	......	2,307	......
Saskatchewan	270,338	......	2,003,100	1,981,600	8,138,928	26,904	......	24,476	......
Sauvegarde—Ordinary	611,198	......	4,203,500	4,015,500	19,172,656	93,700	92,054	192,909	2,000
Group	......	......	......	......	165,200	1,600	......	1,000	......
Security, Ord.	203,494	......	1,471,412	1,157,503	7,251,991	19,739	......	26,796	......
Group	7,851	......	880,300	880,300	880,300	5,100	......	2,600	......
Sovereign	632,236	......	2,643,525	2,568,825	18,190,495	70,800	42,232	112,239	......
Sun—Ord. (a)	13,343,807	267,789	55,466,011	54,764,011	367,820,340	1,860,358	1,001,997	2,838,841	64,762
(b)	31,153,680	4,670,776	130,937,992	122,492,949	605,280,368	6,333,048	6,001,513	12,431,084	2,910,178
(c)	44,497,487	4,938,565	186,404,003	177,256,960	973,100,708	8,193,406	7,003,510	15,269,925	2,974,940
Thrift (a)	8,633	......	......	......	259,652	2,591	27,241	35,701	......
(b)	9,044	......	......	......	251,271	5,624	18,521	28,946	......
(c)	17,677	......	......	......	510,923	8,215	45,762	64,647	......
Group (a)	426,870	......	15,074,631	14,160,831	40,869,171	188,641	......	231,568	......
(b)	74,699	......	2,059,266	2,059,266	6,616,300	41,420	......	44,422	......
(c)	501,569	......	17,133,897	16,220,097	47,485,471	230,061	......	275,990	......
Western	201,145	......	1,109,560	1,079,560	7,203,634	12,500	......	12,818	......
Total, 1925 (a)	$93,599,179	$ 718,279	$469,135,221	$445,286,492	$2,672,700,192	$13,526,076	$ 5,967,057	$19,435,857	$ 326,063
(b)	52,325,148	6,529,058	255,313,293	220,198,811	1,049,777,347	8,958,712	7,543,273	16,659,635	3,640,696
(c)	154,924,327	7,247,337	724,448,514	665,485,303	3,722,477,539	22,484,788	13,510,330	36,095,492	3,966,759
Total, 1924 (a)	$ 82,899,121	$ 420,252	$401,014,406	$388,207,149	$2,413,853,480	$12,365,769	$ 6,160,896	$18,312,963	$ 489,790
(b)	41,211,249	9,466,702	187,605,831	164,150,244	871,174,946	8,180,130	8,100,142	16,207,790	3,006,451
(c)	124,110,370	9,886,954	588,620,237	552,357,393	3,285,028,426	20,545,899	14,261,038	34,520,753	3,496,241

a—in Canada. b—outside Canada. c—Total.

British Companies

Company	Total net assurance premium income	Consideration on annuities	New assurance paid for: Gross amount	New assurance paid for: Net amount	Assurance in force	Net claims: Death claims	Net claims: Matured endowments	Death claims matured endowments and disability claims	Paid on Life annuity contracts
1 Commercial	$ 16,497	$	$ 2,500	$ 2,500	$ 555,238	$ 14,232	$ 3,918	$ 20,240	$ ......
2 *Edinburgh	47	......	......	......	4,474	2,771	......	2,771	......
3 *Gresham	158,078	......	......	......	3,831,464	11,000	4,500	11,947	......
4 †*Life As. of Scot.	1,543	......	......	......	139,805	7,913	......	6,299	......
5 *L. P. & G.	3,274	......	......	......	136,541	3,822	......	4,488	223
6 London & Scot.	681,284	......	1,332,181	1,307,181	19,264,912	232,436	255,814	512,008	......
7 Mut. & Citizens'—Ordinary	380,723	......	3,711,972	3,711,972	11,373,031	38,277	3,143	36,573	......
Industrial	524,689	......	7,787,368	7,878,368	13,355,332	73,587	......	50,098	......
8 N. Brit. & Mer.	79,503	2,970	96,050	96,050	2,176,638	21,584	4,217	24,215	716
9 *Norwich Union	1,695	......	......	......	56,355	17,668	......	17,668	......
10 Phoenix of Lon.	235,094	......	306,710	306,710	7,424,417	101,817	53,310	174,007	1,464
11 Royal	1,165,828	......	1,755,345	1,505,345	23,131,371	91,061	42,568	161,521	270
12 *Scot. Amicable	252	......	......	......	16,959	......	......	......	......
13 *Scot. Provident	93	......	......	......	6,577	......	......	9,179	......
14 †Standard	870,637	2,433	2,360,802	2,310,802	27,020,739	408,518	325,820	725,616	7,186
15 *Star	1,993	......	......	......	78,998	3,801	6,913	9,838	......
Total, 1925	$4,121,230	$ 5,403	$ 17,443,928	$ 17,118,928	$ 108,572,851	$ 1,028,487	$ 700,203	$ 1,766,468	$ 9,859
Total, 1924	3,544,794	2,430	17,890,484	17,619,984	103,519,236	892,228	710,761	1,509,606	9,293

*These companies have ceased transacting new business in Canada.
†Date of returns—Life Association of Scotland, April 5. 1925; Standard, November 15, 1925.

Foreign Companies

Company	Total net assurance premium income	Consideration on annuities	New assurance paid for: Gross amount	New assurance paid for: Net amount	Assurance in force	Net claims: Death claims	Net claims: Matured endowments	Death claims matured endowments and disability claims	Paid on Life annuity contracts
Ætna, Ordinary	$ 1,474,144	$ 53,356	$ 8,906,852	$ 8,906,852	$ 53,032,448	$ 675,173	$ *260,669	$ 980,282	$ 858
Group	151,055	......	3,162,500	3,162,500	17,641,300	98,050	......	13,700	......
Connecticut Mut.	20,935	......	......	......	1,023,363	41,604	......	45,739	......
Equitable, Ordin.	953,832	5,314	49,000	49,000	28,265,254	395,616	109,556	484,191	17,345
Group	44,235	......	......	......	3,286,500	21,900	......	20,300	......
Guardian	11,903	......	35,100	35,100	194,671	......	......	157	......
Metro., Ord.	10,031,928	251,539	44,694,464	44,634,464	325,383,204	1,453,363	605,091	2,051,191	19,298
Industrial	13,006,732	......	71,919,325	71,919,325	279,763,420	1,497,991	747,338	2,254,053	......
Group	264,315	......	1,046,225	1,046,225	28,251,887	167,300	......	203,712	......
Mutual of N. Y.	2,455,909	25,333	8,303,559	8,098,559	65,411,062	695,883	124,276	758,028	4,506
National of U. S.	53	......	......	......	13,719	75	......	5,000	......
New York	5,204,619	26,981	19,376,168	19,146,168	151,342,843	1,098,252	379,594	1,633,427	7,066
Northwest. Mut.	484	......	......	......	36,626	4,484	......	3,484	......
Phoenix Mutual	16,397	......	......	......	62,177	9,058	......	9,058	......
Provident Savings	13,647	......	......	......	507,361	10,000	28,000	38,000	78
Prudential, Ord.	4,424,778	17,465	24,835,432	24,835,432	122,829,962	524,808	82,538	681,064	6,952
Industrial	7,076,157	......	44,596,973	44,596,973	182,533,756	1,046,593	......	866,910	......
Group	24,853	......	2,325,000	2,325,000	4,852,700	18,000	......	14,000	......
State	23,142	......	101,000	101,000	1,217,423	20,000	3,000	26,000	......
Tra. of Hart., Or.	2,080,410	226	19,931,687	19,931,687	85,550,912	361,954	114,284	522,464	13,005
Group	167,150	......	1,522,550	1,522,550	16,894,109	92,410	......	114,289	......
Union Mutual	292,863	......	690,500	675,500	8,676,103	121,594	59,970	171,455	211
United States	20,794	......	101,000	91,000	694,124	2,605	......	7,040	......
Total, 1925	$ 47,760,335	$ 380,214	$251,597,335	$251,077,335	$1,377,464,924	$ 8,356,713	$ 2,514,316	$10,903,544	$ 69,319
Total, 1924	43,181,354	61,071	209,782,725	209,545,590	1,246,623,756	7,426,538	2,690,036	10,319,793	51,651
Totals in Canada—All com., 1925	$145,480,744	$1,103,896	$738,176,484	$713,482,755	$4,158,737,967	$22,911,276	$ 9,181,576	$32,105,869	$ 405,241
1924	129,625,269	483,753	628,687,615	615,372,723	3,763,996,472	20,684,535	9,561,693	30,142,362	550,734
Total group business in Canada—					$ 394,741,495	$ 2,226,741	$ 389,117	$ 1,963,507	$ 145,493
All companies (included above) 1925	$ 1,348,796	......	$ 38,822,002	$ 34,529,977	$ 141,089,290	$ 713,740	......	$ 729,292	......
1924	1,088,238	......	19,900,039	19,792,034	103,095,552	519,733	......	531,414	......
					$ 37,993,738	$ 194,007	......	$ 197,879	......

*These companies have ceased transacting new business in Canada.

Hail

(Abstract of 1925 Experience of Dominion Companies.)

Companies	Net premiums written $	Net losses incurred $
L'Abeille	111,378	52,275
Acadia	64,398	31,423
Ætna Insurance	81,314	31,989
British Crown	114,717	49,754
Canada Security	239,836	124,625
Canadian Indemnity	353,212	120,711
Car and General	206,850	87,774
Connecticut	157,331	64,343
Eagle, Star and British Dominions	77,727	34,902
Employers' Liability	191,244	90,641
Equitable Fire	18,355	7,515
Federal	96,083	29,725
Firemen's Insurance	None	35
Gen. Acci. of Canada	51,949	20,553
Gen. Acci. Fire & Life	191,526	76,229
Glens Falls	196,664	80,480
Great American	141,201	53,126
Hartford Fire	586,231	192,773
Home	456,653	278,054
Ins. Co. of N. America	81,314	30,470
London & Scottish	105,764	37,777
London Guar. & Acci.	100,808	37,049
Merchants Fire	141,409	21,715
National Provincial	206,850	87,774
National Union	33,027	3,550
Niagara	76,138	40,220
Occidental	113,138	53,009
Phoenix Assurance	91,997	44,876
Phoenix Insurance	217,642	89,112
Royal Exchange	206,850	87,773
St. Paul Fire & Marine	76,133	26,568
Scottish Canadian	34,307	15,225
Security Insurance	79,587	57,238
Springfield Fire	81,314	32,014
Sterling	96,093	29,898
Union of Canton	121,890	59,673
Westchester	196,664	80,447
Totals	5,397,594	2,261,315

Tornado

(Abstract of 1925 Experience of Dominion Companies.)

Companies	Net premiums written $	Net losses incurred $
Acadia	466	None
Ætna Insurance	2,884	—17
Alliance Insurance	—5	None
American Central	8,200	350
American Fire	333	24
American Insurance	23	None
British America	746	None
Columbia	147	None
Connecticut	152	None
Continental	8,822	1,628
Employers' Liability	247	None
Equitable Fire	30	None
Fidelity-Phenix	9,073	582
Firemen's	798	500
Fire Reassurance	744	130
General Acci. Fire	2	None
Girard	105	50
Glens Falls	6,649	389
Globe and Rutgers	941	33
Great American	2,996	274
Guard. Ins. of Canada	1,058	None
Hartford Fire	41,531	7,858
Home	58,208	11,177
Imperial Assurance	62	None
Imperial Insurance	7	None
Individ. Underwriters	102	None
Ins. Co. of N. America	45	None
Ins. Co. of St. of Penn.	718	24
London-Canada	2	None
Merchants Marine	7	None
Nat. Fire of Hartford	2,488	102
National Union	4,778	2,509
New Hampshire	6	1
New York Reciprocal	122	None
Niagara	725	46
North British	187	None
Northwestern National	1,864	16
Occidental	371	None
Phoenix Assurance	483	None
Phoenix Insurance	252	None
Providence Washing.t	5	None
Queen of America	1	None
Rossia Insurance	1,362	238
Royal Insurance	14	None
St. Paul	13,924	2,988
Scottish Union	2,022	1,069
Security	701	None
Springfield	2,685	None
Sun	11	None
United States Fire	1,616	225
Westchester	439	None
Western Assurance	746	None
World Fire & Marine	33	None
Totals	179,928	30,196

WHAT LISTING ON EXCHANGE MEANS

(Continued from page 11)

which must be met by a corporation seeking to have its securities admitted to the Exchange for trading. He traced the growth of this list, explaining that a vast majority of these rules had been formulated only after careful consideration of actual precedent showed them to be advisable and desirable.

One of the greatest benefits to the investing public which the listing rules of the New York Stock Exchange provide, the president said, is the information concerning intimate details of corporate affairs which the institution insists must be published by practically all concerns whose securities are traded in by its members. In a large number of cases, he explained, the Exchange requires the applicant corporation to agree that quarterly statements of earnings shall be published. On this point the speaker said:

"Years ago the Exchange did not insist upon quarterly earnings statements to the same extent that it does to-day, and therefore the agreements between the exchange and the companies whose securities have long been listed upon it do not always specify any such condition. In consequence it is difficult for the Exchange to-day to change these agreements in this particular respect. Some companies also object to issuing quarterly earning statements on the grounds that it would place them at a disadvantage with competing concerns who did not do likewise. Also, concerns having foreign properties or subsidiaries sometimes complain that the making of such frequent earning statements involves serious practical difficulties. Another common objection is that some concerns do a very seasonable business, with large earnings at one period of the year and with low earnings or actual deficits in other months, and that consequently the publication of the quarterly earnings of such corporations would tend to alternately excite and alarm shareholders and lead to unnecessary price fluctuation and speculation in the shares of these companies on the Exchange.

"In general, however, it can be said that the entire trend in American corporate practice is toward more frequent earning statements, and that year by year, the above and other objections to it possess less and less actual weight. Nevertheless, there is no way for the Stock Exchange to bring about a complete transformation of the present situation where many listed companies report their earnings only annually or semi-annually. The power of the Stock Exchange in this as in other such matters is more circumscribed than is often supposed. The Exchange cannot invariably deny the facilities of its national market to companies which in other respects are entirely willing to abide by its listing requirements. Moreover, in case listed companies show an unwillingness to live up to their agreement with the Exchange respecting the publication of frequent earnings, the latter institution is placed in an embarrassing position.

"It can, of course, strike the shares of the company from its list, but this action penalizes not only the corporation itself, but also its shareholders who have perhaps purchased its stock on the assumption that they could sell it again on the Exchange whenever they desired. Fortunately, such cases are exceptional at the present time. But in insisting upon as frequent earning statements as possible, the Exchange needs, and I feel deserves, the support not only of bankers and investors, but also of American public opinion in general. It is to be hoped that the public will come to take a more direct and vigorous interest in just such questions as these."

Mr. Simmons enumerated some of the other listing rules of the Exchange, explaining their purpose and benefits. For example, he made it plain that the Exchange has taken every possible precaution against the forgery or over-printing of stock and bond certificates of listed companies by means of the establishment of technical restrictions as to the type of certificate which will be approved. An additional safeguard against over-printing, he showed, is the rule that a listed company must maintain a registrar as well as a transfer office in New York City, the former acting as a check upon the latter and preventing over issuance of securities.

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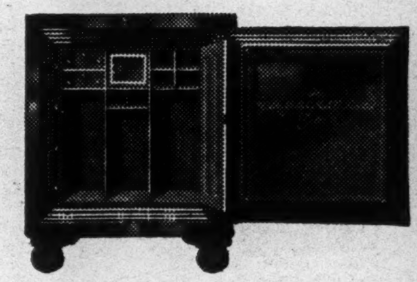

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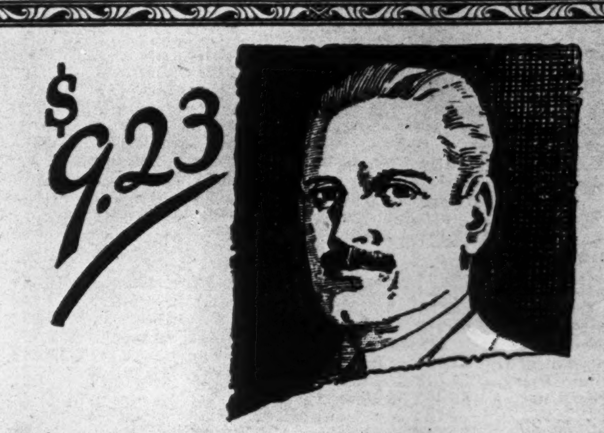

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For over half a century this well managed company has enjoyed the confidence of its members. Over a thousand new policies were written during 1925.

Total Insurance now carried under 26,436 policies—$45,141,960. Government deposit, $100,000.

ASSETS

Debentures	$575,501
Mortgages	506,677
Real Estate	60,000
Agent's Balances	19,322
Bank, Current	14,644
Bank Savings	6 831
Cash, Head Office	11,287
	$1,194 264
Accrued Interest	16,134
Net Prem. Notes	257,686
Total Assets	1,468,085
Balance over all Liabilities	$1,314,851

OFFICERS
GEO. C. H. LANG, President.
L. J. BREITHAUPT, Vice-President.
W. H. SCHMALZ, Managing Director.
A. H. DEVITT, Inspector.

BOARD OF DIRECTORS
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Hartman Krug. George C. H. Lang.
Sheriff H. G. Lackner. Louis J. Briethaupt.
P. S. Lautenschlager.

Accident

(Abstract of 1925 Experience of Dominion Companies.)

Personal Accident

Companies	Net premiums written $	Net losses incurred $
Alliance Assurance	19,605	5,243
Autocar	1,678	228
British American	141,017	43,124
Canada Accident	55,378	20,877
Car and General	11,577	4,952
Com. Union Assur.	2,684	673
Continental Casualty	300,148	81,132
Dominion Gresham	31,908	17,637
Dom. of Can. Guar. and Accident	347,714	116,563
Employers' Liability	135,453	36,184
Fidelity and Casualty	54,201	18,469
Fidelity Insurance	4,222	—1,634
Gen. Accident of Can.	46,069	34,087
Gen. Accident, Fire and Life	1,372	128
Globe Indemnity of Can.	151,958	61,783
Guardian Ins. of Can.	18,711	5,769
Hartford Accident	12,281	4,691
Im. Guar. and Accid.	—79,516	—3,750
Imperial Insurance	822	328
Indemnity Ins. Co.	13,660	3,589
Law, Union and Rock	12,207	4,821
Liverpool and London and Globe	19,390	9,599
London and Lancashire Guarantee	78,961	45,271
London and Provincial	2,812	2,790
London and Scottish	224	None
London Guar. & Accid.	83,916	25,988
Maryland Casualty	25,240	21,168
Merchants & Employers'	3,272	777
Metropolitan Life	32,649	17,309
Motor Union	4,123	1,050
North Amer. Accident	28,907	17,366
North British	164	None
Northern Assur.	24,937	19,622
Norwich Union Fire	51,265	16,005
Ocean Accid. & Guar.	198,036	109,770
Preferred Accident	11,723	4,844
Queensland	29	None
Railway Passengers	42,195	18,147
Royal Exchange	19,113	10,642
Royal Insurance	9,064	2,801
Scottish Metropolitan	27,539	13,001
Sun Insurance Office	10,049	9,358
Travelers Insurance	517,474	187,808
Union Assurance	5,724	1,490
Union of Canton	72,607	17,804
U. S. Fidelity & Guar.	42,639	56,258
Western	141,018	43,124
World Marine	5,701	1,811
Yorkshire	37,413	16,396
Zurich	841	—258
Totals	2,780,170	1,124,875

Employers' Liability and Workmen's Compensation

Companies	Net premiums written $	Net losses incurred $
Alliance Assurance	3,567	1,314
Autocar	5,409	715
British Oak	64,604	65,362
Canada Accident	22,520	10,601
Car and General	2,190	1,004
Continental Casualty	1,525	3,160
Dominion Gresham	61,389	27,947
Employers' Liability	477,978	371,757
Fidelity Insurance	7,839	667
Gen. Accident of Can.	34,763	11,908
Gen. Accid., Fire & Life	1,787	72
Globe Indemnity	75,638	65,837
Guardian Ins. of Can.	19,401	26,837
Hartford Accident	83,359	61,228
Imp. Guar. and Accid.	—3,791	None
Imperial Insurance	53	None
Indemnity Ins. Co.	184,933	123,295
Law, Union and Rock	4,521	2,081
Liverpool and London and Globe	154	None
London and Lancashire Guarantee	10,316	3,659
London and Scottish	327	399
London Guar. & Accid.	85,332	42,601
Lumbermen's Mutual Casualty	2,836	266
Maryland Casualty	28,029	30,117
Merchants & Employers'	136,634	110,335
North Amer. Accident	67,043	26,401
North British	277	None
Northern Assurance	57,964	57,728
Norwich Union Fire	31,578	21,554
Ocean Accid. & Guar.	62,461	18,952
Queensland	738	19
Railway Passengers	31,417	25,372
Royal Exchange	38,321	41,543
Royal Indemnity	19	—1,924
Royal Insurance	30,750	28,863
Scottish Metropolitan	6,161	4,602
Sun Insurance Office	4,880	10,065
Travelers Insurance	143,152	176,452
Union Assurance	12,338	—50
Union of Canton	189,996	218,628
U. S. Fidelity & Guar.	157,648	69,370
World Marine	15,539	10,768
Yorkshire	53,285	36,235
Zurich	108,612	143,870
Totals	2,323,491	1,849,610

Other Accident Insurance

Companies	Net premiums written $	Net losses incurred $
Alliance Assurance	5,938	908
Autocar	1,478	None
British American	5,386	289
Canada Accident	22,763	3,975
Car and General	2,258	726
Com. Union Assur.	375	None
Continental Casualty	2,126	1,253
Dominion Gresham	26,033	3,533
Dom. of Can. Guar. & Accident	8,701	340
Employers' Liability	91,171	23,277
Fidelity and Casualty	2,501	2,891
Gen. Accident of Can.	51,123	11,774
Globe Indemnity	134,321	73,848
Guardian Ins. of Can.	9,898	—827
Hartford Accident	14,390	6,474
Imperial Insurance	183	13
Indemnity Ins. Co.	31,542	12,054
Law, Union and Rock	14,643	1,842
Liverpool and London and Globe	16,162	11,286
London and Lancashire Guarantee	20,414	10,398
London and Provincial	1,213	1,727
London and Scottish	737	None
London Guar. & Accid.	27,343	7,094
Lumbermen's Mutual Casualty	8	None
Maryland Casualty	6,426	2,110
Motor Union	2,095	749
Northern Assurance	16,808	3,735
Norwich Union Fire	14,046	2,547
Ocean Accident & Guar.	25,656	7,055
Queensland	33	15
Railway Passengers	10,230	1,768
Royal Exchange	8,527	2,694
Royal Indemnity	—31	—643
Royal Insurance	19,148	2,777
Scottish Metropolitan	2,353	562
Sun Insurance Office	804	35
Travelers Insurance	55,102	2,832
Union Assurance	3,577	430
Union of Canton	49,991	21,804
Western	5,386	290
World Marine	7,170	1,913
Yorkshire	4,930	8,021
Zurich	35,204	10,838
Totals	758,162	242,407

Combined Accident and Sickness

Companies	Net premiums written $	Net losses incurred $
Gen. Accid. of Can.	103,273	48,693
Hartford Accident	14,905	11,107
London Guar. & Accid.	21,654	11,838
Loyal Protective (a)	260,085	137,430
Merchants Casualty (b)	421,273	160,569
Merchants & Emp. (c)	52,155	20,649
Metropolitan Life	99,860	71,684
North Amer. Accident	45,151	12,627
Protective Ass'n	345,723	200,593
Ridgely Pro. (d)	70,563	38,143
Western Casualty (e)	29,959	8,055
Totals	1,464,601	721,388

(a) Including $19,673 policy fees.
(b) Including $16,555 policy fees.
(c) Including $6,417 policy fees.
(d) Including $2,447 policy fees.
(e) Including $4,280 policy fees.

Automobile

(Abstract of 1925 Experience of Dominion Companies.)

Companies	Net premiums written $	Net losses incurred $
Ætna	19,150	7,782
Agricultural	—138	429
Alliance Assurance	40,399	18,656
Alliance Insurance	9,785	4,168
American Alliance	67	None
American Automobile	66,372	24,426
American Central	3,362	1,182
Autocar	29,007	17,974
Boston	6,656	2,224
British American	314,220	150,616
British Crown	54,183	27,898
British General	23,226	8,631
British Oak	4,523	7,671
British Traders	209,838	113,068
Canada Accident	108,223	51,175
Canada Security	22,225	15,289
Canadian Fire	60,579	14,493
Canadian General	16,524	19,421
Canadian Indemnity	4,223	1,204
Canadian Surety	41,266	20,458
Car and General	18,486	8,890
Casualty Co. of Can.	106,045	54,610
Central	6,548	1,639
Central Manufacturers	12,645	1,995
Columbia	20,801	6,552
Com. Union Assur.	15,635	5,029
Continental Casualty	54,245	19,068
Continental Insurance	3,808	775
Cornhill	14,224	5,981
Dominion Gresham	171,228	96,718
Dom. of Can. Guar. and Accident	271,423	103,038
Eagle Star	17,881	21,731
Employers' Liability	275,355	123,167
Equitable Fire	4,681	2,188
Fidelity and Casualty	2,090	2,890
Fidelity Insurance	42,921	13,809
Fidelity—Phenix	3,797	2,210
Fireman's Fund	5,469	1,131
Gen. Accid. of Canada	354,238	165,898
Gen. Accid., Fire and Life	14,932	6,042
Glens Falls	5,626	13,003
Globe and Rutgers	76,010	40,448
Globe Indemnity	344,496	161,791
Great American	7,590	8,210
Guardian Ins. Co. of Canada	95,941	42,373
Halifax	4,013	3,703
Hartford Accident	58,182	26,537
Hartford Fire	46,965	20,316
Home	126,876	56,194
Imperial Assurance	618	55
Imperial Guar. & Accid.	—41,746	None
Imperial Insurance	16,418	7,180
Indemnity Insurance	33,060	6,078
Ins. Co. of N. Amer.	134,861	71,774
Law, Union and Rock	41,881	16,986
Liverpool and London and Globe	26,157	7,683
Liverpool-Manitoba	36,391	20,291
London and Lancashire Insurance	30,343	16,883
London and Lancashire Guar. and Accid.	177,804	71,977
London & Prov. Marine	44,381	48,562
London and Scottish	9,196	792
London Assurance	17,832	3,333
London Guar. & Accid.	179,777	91,858
London—Canada	23,338	6,959
Lumbermen's Mutual Casualty	53,772	35,944
Lumbermen's Mutual Ins. of Mansfield	40	None
Marine Insurance	15,456	1,898
Maryland Casualty	10,198	9,924
Merchants Casualty	198,072	116,272
Merchants & Employers	33,044	13,092
Merchants Marine	10,818	10,067
Motor Union	58,728	27,690
Mount Royal	67,498	24,754
National Union	935	306
Newark	8,062	3,701
New Jersey	19,758	5,717
Niagara	3,575	3,334
North Amer. Accident	51,124	27,760
North British	4,042	902
Northern Assur.	108,736	47,811
Northwestern Mutual	27,991	11,555
Northwestern National	1,295	874
Norwich Union	175,485	87,543
Occidental	30,079	17,882
Ocean Accident and Guarantee	269,605	140,010
Pacific Coast	19,103	7,126
Palatine	24,339	9,071
Phoenix Insurance	32,043	21,748
Preferred Accident	55,551	19,825
Providence Washington	2,992	16,120
Provincial	69,444	42,117
Queen of America	36,241	14,158
Queensland	5,744	2,685
Railway Passengers	96,589	39,718
Royal Exchange	63,302	39,807
Royal Indemnity	—565	2,780
Royal Insurance	134,964	69,662
St. Paul Fire & Marine	89,875	52,070
Scottish Metropolitan	30,167	15,326
Scottish Union & Nat.	11,962	3,083
Springfield Fire and Marine	2,231	None
Sterling	4,262	3,329
Sun	85,226	47,622
Travelers Indemnity	155,718	101,230
Union Assurance	33,810	8,867
Union of Canton	193,283	105,462
Union Marine	2,668	1,349
United British	19,656	6,428
U. S. Fidelity & Guar.	89,994	51,795
United States Fire	19,456	8,332
Western Assurance	311,166	150,533
World Fire and Marine	921	5
World Marine and General	20,329	3,925
Yorkshire	104,401	68,721
Zurich	141,021	63,229
Totals	6,950,358	3,456,271

Credit

(Abstract of 1925 Experience of Dominion Companies.)

Companies	Net premiums written $	Net losses incurred $
American Credit Indemnity Company	225,196	97,616
National Surety Co.	89,965	82,361
Totals	315,101	179,977

Sickness

(Abstract of 1925 Experience of Dominion Companies.)

Companies	Net premiums written $	Net losses incurred $
Alliance Assurance	20,034	13,371
Autocar	465	2,388
British America	83,233	27,399
Canada Accident	29,767	15,357
Car and General	556	None
Com. Union Assurance	2,080	300
Continental Casualty	279,728	169,226
Dominion Gresham	29,718	22,201
Dom. of Can. Guar. & Accident	206,029	93,713
Employers' Liability	68,098	44,450
Fidelity and Casualty	49,369	31,459
Fidelity Insurance	3,689	1,609
Gen. Acci. Co. of Can.	28,615	14,274
Gen. Acci. Fire	33	None
Globe Indemnity	109,885	58,883
Guard. Ins. Co. of Can.	6,077	3,899
Imp. Guar. & Acci.	—53,086	None
Imperial Insurance	251	396
Indemnity Insurance	8,415	2,733
Law Union and Rock	4,803	2,818
Liver. & Lon. & Globe	13,976	6,873
Lon. & Lanca. Guar.	51,035	26,149
Lon. & Prov. Marine	4,425	3,466
London & Scottish	45	None
Lon. Guar. & Acci.	37,926	17,578
Maryland Casualty	31,459	11,006
Merchants Employers	1,719	363
Metropolitan Life	22,576	23,020
North American Acci.	26,786	12,492
Northern Assurance	19,580	13,570
Norwich Union	40,200	23,060
Ocean Acci. & Guar.	65,223	22,966
Preferred Accident	3,438	2,603
Railway Passengers	27,915	15 204
Royal Exchange	3,804	None
Royal Guardians	3,754	1,980
Royal Insurance	5,109	4,100
Scottish Metropolitan	23,468	20,071
Sun Insurance Office	4,918	2,437
Travelers Insurance	129,543	96,065
Union Assurance	3,816	None
Union of Canton	77,633	55,630
United States Fidelity	33,745	32,961
Western Assurance	83,232	27,399
World Marine & Gen.	4,131	1,924
Yorkshire	27,233	15,665
Totals	1,624,448	941,088

Burglary Insurance

(Abstract of 1925 Experience of Dominion Companies.)

Companies	Net premiums written $	Net losses incurred $
Alliance Assurance	21,931	11,389
American Surety	8,024	17,706
British America	3,432	1,620
Canada Accident	19,108	3,152
Canadian Surety	19,190	8,637
Casualty Co. of Can.	13,294	3,166
Com. Union Assurance	728	33
Dominion Gresham	62,327	22,997
Dom. of Can. Guar. and Accident	20,953	12,278
Employers' Liability	52,101	30,178
Fidelity and Casualty	29,885	13,805
Fidelity Insurance	6,866	8,127
Gen. Accident Co. of Canada	31,276	26,145
Gen. Accid. Fire & Life	904	190
Globe Indemnity	11,976	6,707
Grain Insurance	7,071	2,937
Guardian Ins. Co. of Canada	18,095	3,675
Hartford Accident	18,750	15,526
Indemnity Ins. Co. of America	28,011	10,270
Law, Union and Rock	8,625	6,393
Liverpool and London and Globe	2,314	21
London and Lancashire Guar. and Accident	5,753	6,113
London and Provincial	748	29
London and Scottish	803	4
London Guar. & Accid.	9,487	10,814
Maryland Casualty	46,732	47,580
National Surety	5,747	6,548
North Amer. Accident	2,598	249
North British	1,758	None
Northern Assurance	43,604	16,752
Norwich Union	12,627	4,174
Ocean Accident & Guar.	21,533	3,373
Queensland	1,012	1,076
Railway Passengers	3,816	1,435
Royal Indemnity	9	459
Royal Insurance	57,706	15,723
Travelers Indemnity	97,297	31,559
Union Assurance	5,084	413
U. S. Fidelity & Guar.	77,812	18,226
Western Assurance	3,699	1,888
World Marine	17,938	3,627
Yorkshire	8,682	5,638
Zurich	70,954	—4,931
Totals	880,260	375,701

Improvement Follows Auditor's Criticisms

(Continued from page 1)

extensive audits were carried out in the various departments, revealing various weaknesses. "In particular, it has disclosed a lack of proper accounting methods and of uniformity in dealing with receipts and in the disposition of funds, which, in certain instances are not deposited to the credit of the receiver general as promptly as they should be."

Audit in Every Department

Mr. Gonthier recalls that last year he stated that the time had come when the advisability of making important changes in the present mode of conducting the government audit should be considered. No action has since been taken, he states, although he is more convinced than ever before that this has become a pressing necessity. He specifically recommends that there should be an accounting officer in every department to pre-audit all expenditures, the officer not to be responsible to the department but to Parliament. He points out that in 1924-1925, out of total expenditures of $365,242,643, direct payments amounting to $65,664,305 were pre-audited. A further $143,256,002 was partially pre-audited and the balance of the expenditure was entirely post-audited.

Mr. Gonthier points out also that the appointment of such an officer would lead to more uniform classification of accounts in the departments and would enable him to show from year to year the comparative cost of government under various heads which he can now do in a small way only.

Better Handling of Stores

Reverting to his serious criticism of a year ago, to the effect that no proper audit was being made of government stores, he points out that delay in appointments to his staff has precluded much progress towards his plan of re-organizing the stores in order to give a systematic and continuous audit.

However, he reports that the store depots themselves, numbering in all thirty-eight and spread all over Canada and comprising stores of the departments of labor, marine and fisheries, national defense, Indian affairs, interior, soldiers' civil re-establishment, justice and post office, have improved their methods. Records inspected were found to be much better. Surplus stock had been sold or transferred in a number of cases. "The economies which must have resulted, already, from the improvement effected cannot be valued in figures but must be considerable," declares the auditor general. "Further progress in this direction will mean still greater saving in the future."

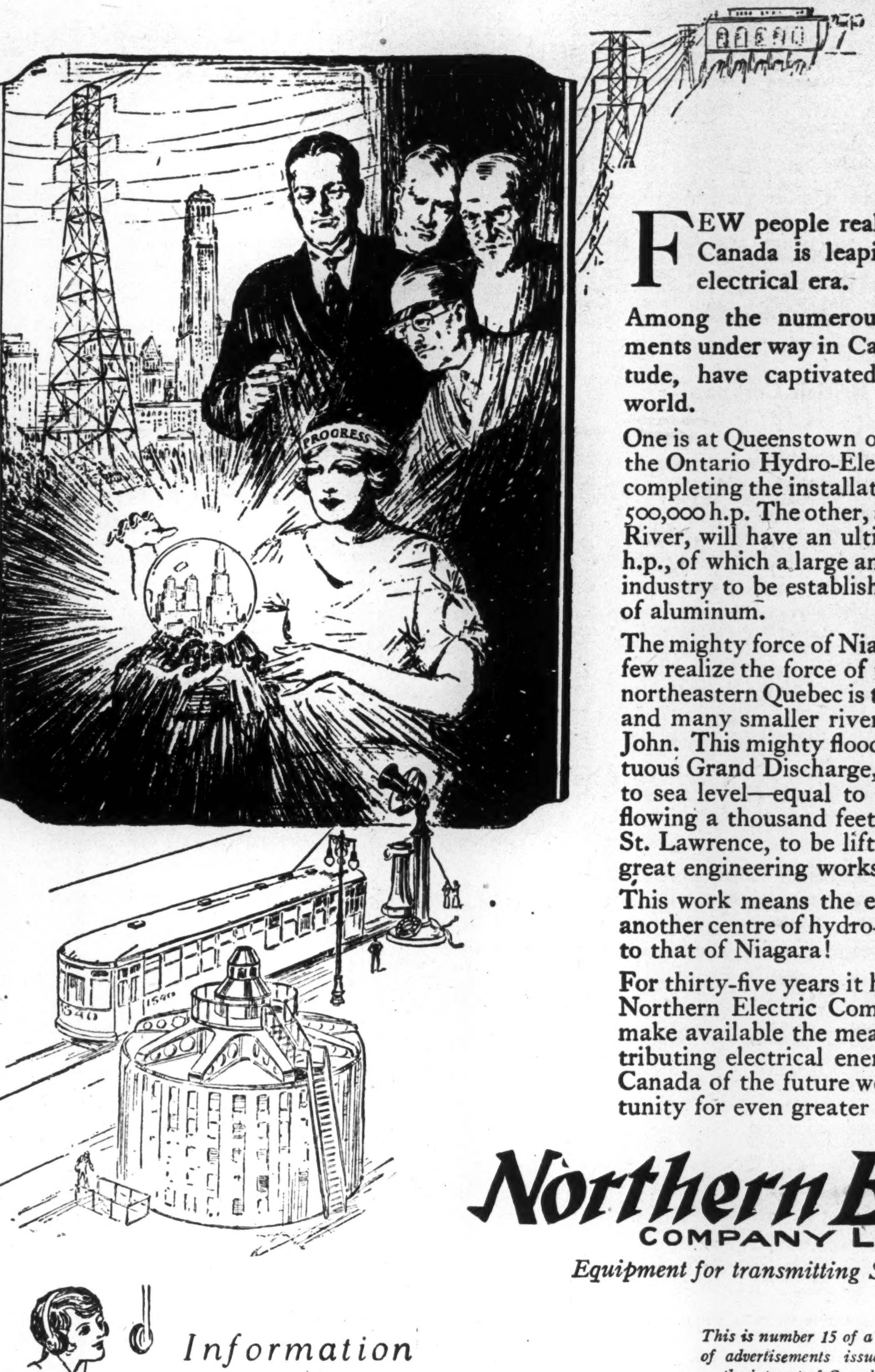
Satisfied Now Re Securities

A criticism made by Mr. Gonthier last year, that involved him in heated argument with the minister of finance, was to the effect that there was no apparent examination and verification of the millions of dollars of securities in the vaults of the department of finance. He has evidently been satisfied since that this is being properly looked after and, while his department has not taken over the work, the report says that officials of the department of finance are giving it due attention, and that an increased staff is now available for the work.

An interesting feature of the report is the correspondence relative to Canada's position in the Pacific Cable Board, to which reference was made at the time that the third of the three volumes of the report was issued some weeks ago. It is the first and commentary volume that has just been issued.

VISION

Canadian Hydro Plants Captivate the Imagination of the World



FEW people realize the speed with which Canada is leaping forward into the new electrical era.

Among the numerous hydro-electric developments under way in Canada, two, by their magnitude, have captivated the imagination of the world.

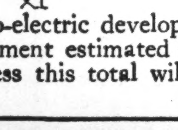
One is at Queenstown on the Niagara River, where the Ontario Hydro-Electric Power Commission is completing the installation of a plant totalling over 500,000 h.p. The other, at the head of the Saguenay River, will have an ultimate capacity of 1,280,000 h.p., of which a large amount will be used in a new industry to be established there—the manufacture of aluminum.

The mighty force of Niagara everybody knows, but few realize the force of the Saguenay. This river in northeastern Quebec is the single outlet of five large and many smaller rivers which run into Lake St. John. This mighty flood pours through the tumultuous Grand Discharge, rushing down over 300 feet to sea level—equal to the drop at Niagara—and flowing a thousand feet deep for sixty miles to the St. Lawrence, to be lifted bodily out of its bed by great engineering works that harness its powers.

This work means the establishment in Canada of another centre of hydro-electric energy comparable to that of Niagara!

For thirty-five years it has been the function of the Northern Electric Company to manufacture and make available the means of transmitting and distributing electrical energy in every form. In the Canada of the future we look forward to an opportunity for even greater service to the public.

Northern Electric
COMPANY LIMITED
Equipment for transmitting Sound and Power



Information

Hydro-electric development in Canada represents a total investment estimated at $767,000,000. At present rate of progress this total will reach $1,750,000,000 by 1940.

This is number 15 of a series of advertisements issued in the interest of Canada's electrical development.

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Vol. XX.

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